

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JUNE 9, 1927

Seeking Just a Few Good Automobile Agents

After all its not the hardest job in the world to go out and get agents. Particularly if a company has something decidedly worth while to offer.

Now here we have an Automobile Company—a “sure enough” Automobile Company, specializing on Automotive lines, writing nothing else.

Isn't it reasonably obvious that such a company has a certain different service to offer agents—something that stands out from ordinary representation of a company that numbers Automobile as merely one of many lines?

We are looking for a few good agents. We want agents who can appreciate the advantages of a Company that thinks Automotive Insurance *all the time*. For there are advantages to such a company—very real advantages. And we have something to offer *real* agents.

The Indemnity Company of America
St. Louis, Mo.

Ch. A. Lemp, *President*
Henri F. David, *Vice President*

Wm. J. Lemp, *Vice Pres. and Treas.*
Sam G. Parks, *Secretary*



*“Specializing
on
Automotive
Insurance”*

America's Annual Fire Waste of \$570,000,000 is a National Disgrace

Organize, Agitate, Educate, Preach and Practice Fire Prevention



For generations the "Fireman and Child" on an insurance policy has been recognized as a symbol of security and a guarantee of good faith.

A company so widely and favorably known is a good company to represent.

"Good Will is the disposition of a pleased customer to return to the place where he has been well treated."

— U. S. Supreme Court

FIREMAN'S FUND INSURANCE COMPANY

Fire

Automobile

Marine

SAN FRANCISCO
401 California Street

CHICAGO
33 South Clark Street

NEW YORK
72 Beaver Street

BOSTON
10 Post Office Square

ATLANTA
Hurt Building

Ask Any Fireman's Fund Agent Anywhere

(5)



Newlywed's Wife: "This book tells
'How To Be Happy Though Married.'"

Newlywed Agent: "And this sign
indicates 'How To Be Happy Though
An Agent,' for through it we --
'Get the Best in THE WORLD'!"



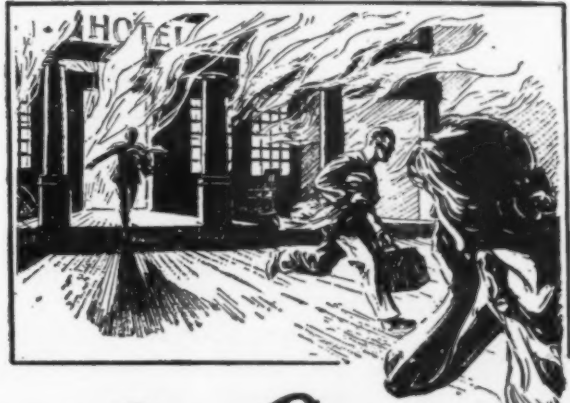
Ralph B. Ives

An Insurance Service Extended to Everybody

The Insurance Information Bureau, maintained by the Aetna Insurance Company, The World Fire and Marine Insurance Company, and The Century Indemnity Company, will be glad to provide information on all insurance problems. This service is not only extended to agents and policy-holders of these three companies but to the general public as well.

Address requests for information to

670 Main Street INSURANCE INFORMATION BUREAU Hartford, Conn.



A Poor Gamble

MANY people are inclined to "take a chance" with their personal belongings during the vacation period. But in that short space of time, the danger of losing valuable possessions is present every minute of the day and night.

Our agents are showing their clients and prospects the great odds that are against them from the moment they leave home—unless they carry Personal Effects Insurance. In taxicabs, railroad stations, on trains, aboard steamers, buses, at the hotels—everywhere lurks the menace of fire, theft, the perils of transportation. At no other time is a person exposed to loss from so many different risks.

And our agents are proving that no other policy gives as much protection per dollar as Personal Effects Insurance. By stressing the low cost, and explaining the wide limits of the coverage, *anywhere* away from home, they are making a record this year in sales of this insurance.

THE LIVERPOOL
AND LONDON
AND GLOBE
Insurance Co Ltd

Executive Offices: 1 Pershing Square
Park Ave. at 42nd St., New York, N. Y.


Western Dept.	Southern Dept.	Pacific Coast Dept.
CHICAGO	NEW ORLEANS	SAN FRANCISCO

THE NATIONAL INSTITUTION WITH A WORLD WIDE BACKGROUND



The dominant note in the history of the Retailers Fire is in the steady way it has grown and expanded. Our agents have been greatly responsible for this growth and have prospered accordingly.

RETAILERS FIRE
INSURANCE COMPANY
OF OKLAHOMA CITY, U.S.A.



Security
FIRE INSURANCE
COMPANY
Davenport, Iowa.

COMMENCED BUSINESS 1883

**Forty-four Years
Successful
Record**

E. E. SOENKE, Secretary and Gen. Manager



TO INSURANCE AGENTS
AND BROKERS:

WE ARE MAKING APPRAISALS OF INDUSTRIAL ESTABLISHMENTS THAT YOU CAN USE WITH CONFIDENCE FOR THE PLACEMENT AND ADJUSTMENT OF FIRE INSURANCE. THESE APPRAISALS ARE BASED UPON A DETAILED INSPECTION AND INVENTORY MADE BY TRAINED ENGINEERS. COSTS TO REPRODUCE NEW, COSTS TO REPRODUCE NEW LESS DEPRECIATION AND INSURABLE VALUES ARE SHOWN. CLASSIFICATIONS CONFORM TO INSURANCE RIDER FORMS. WE DESIGN PLANTS, WE BUILD PLANTS, WE MANAGE PLANTS. OUR APPRAISALS ARE MADE, THEREFORE, FROM FIRST HAND INFORMATION. ASK US ABOUT THEM.

Ford, Bacon & Davis
Incorporated
Engineers

115 BROADWAY NEW YORK
PHILADELPHIA CHICAGO SAN FRANCISCO NEW ORLEANS

The Rough Notes Co.
OFFICE SYSTEM EVERYTHING FOR THE INSURANCE MAN INSURANCE SUPPLIES
CHICAGO, ILL.

Form 510, Solicitor's Memo

Address of Owner _____
Location of Property _____
Building _____
Value _____
Total Insurance Carried _____
When Completed _____

510 (for fire) covers all the facts needed for writing the policy. The information can be quickly filled in, and the sheet gives the policy writer all the necessary information. Nothing is more convenient for handling business coming in over the phone.

**Solicitor's
Memorandum
of Risk**

Complete information about the risk, secured when order for policies are placed, saves time and prevents guesswork and errors. Form 510 (for fire) covers all the facts needed for writing the policy. The information can be quickly filled in, and the sheet gives the policy writer all the necessary information. Nothing is more convenient for handling business coming in over the phone.

The sheets are of convenient pocket size, and are put up in pads, 50 sheets to a pad. If desired the RNU Binder, made of high grade, flexible, imitation Grain Cowhide leather, may be used as a cover when pads are carried in the pocket.

PRICES
50 sheets to pad
100 pads, \$12.00; 25 pads, \$3.00; 12 pads, \$1.50; 1 pad, 15c
RNU BINDER, 75c each

For Sale by
The National Underwriter Co.
1362 Insurance Exchange
CHICAGO, ILL.

420 East Fourth St., Cincinnati 80 Maiden Lane, Room 613, New York

INSURANCE OFFICE SYSTEMS SUPPLIES AND PUBLICATIONS

BUSINESS-GETTING KNOWLEDGE

A few words addressed
to the fire insurance
agent who is seeking to
KNOW HIS BUSINESS.

FIRE PROTECTION

420 East Fourth Street CINCINNATI

Write for this Pamphlet

A 16-PAGE booklet, twice the size shown above, has been prepared to tell you all about the Fire Protection Course in the Dean Schedule.

The rate making system is at the very heart of the fire insurance business and its problems. You are in the insurance business as a career. The foundation of that career lies in KNOWING YOUR BUSINESS, not the superficial facts about it, but the heart of it.

Information on the rate making system is not inaccessible. Learn the business getting possibilities in a knowledge of it.

DETACH AND MAIL TODAY

FIRE PROTECTION,
420 E. Fourth St.,
Cincinnati, Ohio.

Gentlemen: I want to know more about your Dean Schedule Course. Without any obligation on my part, send me your 16-page booklet.

Name.....

City.....

State.....
N.U. 6-9-27



GF Allsteel Shelving for Vaults is economical of space 10 to 20% Greater Storage

Vault space is limited. Therefore the shelving you install in your vault should take up as little room as possible, while allowing for the greatest amount of room for stored materials.

GF Allsteel Shelving does just that—space saving partitions make more compact storage possible. There's greater accessibility in this shelving, too.

Sturdy and rigid steel shelves, bolted to a rugged steel framework, and never sags or totters.

Wydesteel Files fit snugly between partitions if you have need for drawer space. Changing requirements matter little. GF Vault Shelving may be added to or rearranged without depreciation.

—And the first cost is the last—and less!

THE GENERAL FIREPROOFING COMPANY
Youngstown, Ohio—Canadian Plant, Toronto
Branches and Dealers in all Principal Cities

*The GF Allsteel Line: Safes • Filing Cabinets • Sectional
Cases • Desks • Tables • Shelving • Transfer
Cases • Storage Cabinets • Document Files • Supplies*

GF Allsteel SHELVING

Attach this coupon to your firm letterhead

THE GENERAL FIREPROOFING CO.
Youngstown, Ohio

N. U.

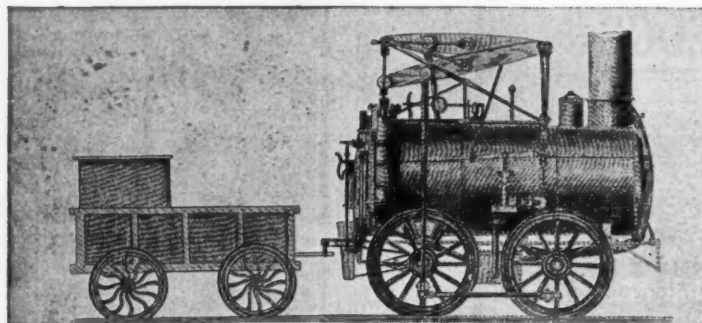
Please send me your book "Saving with Shelving."

Name.....

Firm.....

Address.....

City..... State.....



Stourbridge Lion, imported from England, the first steam locomotive to run on the tracks of a transportation company in America

At the Close of a Century of Railroading

THERE are some who credit the Granite Railway, opened at Quincy, Massachusetts, on the morning of April 7, 1826, for the purpose of transporting granite from the quarries of that town for the Bunker Hill Monument, as being the first railroad in America. But because this road was motivated by horses, there are those who prefer to credit the Baltimore and Ohio Railroad, the first road to employ steampower, with the honor of being the pioneer railroad of this country.

To whom belongs the credit of so signal an honor, however, is of less moment than the story of the development of the railroad in America. We can perhaps best glimpse the difference between travel of a century ago and modern travel from a report made in 1829 to the Massachusetts Legislature by the engineers of a proposed line from Boston to the Hudson River, the ancestor of the present Boston and Maine Railroad. Here we learn that "The most easy and convenient rate of traveling would perhaps average about three miles an hour and the journey (approximately 200 miles) may be accomplished in four days."

Today railroad travel has reached a point of efficiency and luxury undreamed of by its pioneers. But progress has always occasioned problems and one of these is the assurance of protection in this world of modern wonders. The various lines of insurance growing out of transportation covering either material or personal requirements are those which our agents will find it profitable to stress. The SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY has spent seventy-seven years creating the type of service that not only inspires but justifies confidence.

SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY

SPRINGFIELD, MASSACHUSETTS, U. S. A.

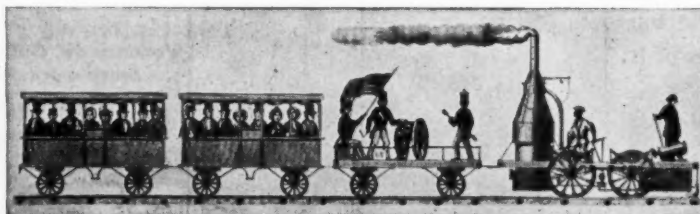
GEORGE G. BULKLEY, President

Western Department

HARDING & LININGER, Managers
Chicago

Pacific Department

GEORGE W. DORNIN, Manager
San Francisco



Best Friend of Charleston, the first steam locomotive built in this country for actual service on a railroad in America

Springfield
Fire and Marine
Insurance Company
SPRINGFIELD, MASS.

The National Underwriter

Thirty-first Year, No. 23

CHICAGO, CINCINNATI AND NEW YORK, THURSDAY, JUNE 9, 1927

\$4.00 Per Year, 20 Cents a Copy

SCENT MOVE TO FOSTER LOCAL CLUB INSURANCE

Much Interest Taken in Forthcoming Meeting of American Automobile Association

RECIPROCAL MEN ACTIVE

Effort Being Made to Get National Body to Endorse Plan for City Organizations

Insurance men all over the country are greatly interested in the forthcoming annual meeting of the American Automobile Association to be held in Philadelphia June 16-17. It is well understood that a resolution will be introduced there binding the association to the proposition that insurance is a logical function for a local club to take up. Already there are two successful local clubs in the middle west that have automobile reciprocals, the Chicago Motor Club and the Detroit Automobile Club. The Automobile Club of Southern California through its reciprocal has edged its way into other carriers tremendously. The Missouri Automobile Club located at St. Louis has just started a reciprocal.

In New York the state association of insurance agents has been fighting tooth and nail the strenuous endeavor to get local clubs there into the automobile business. In fact in times past the state organization has been favorable to such activity and many local clubs were induced to get into the business. The agents' association, however, succeeded in turning the tide. However, another insidious effort is now being made to inveigle local clubs into the automobile business and the fight has to be made all over again.

Will Be Stiff Encounter

Undoubtedly one of the stiff encounters that local agents will have to put up will be against this very movement that is originating in the American Automobile Association. One of the lines of least resistance for local automobile clubs is to hitch on an insurance adjunct largely for the benefit of the secretary or someone that desires to make an easy living and at the same time to increase the activities and membership of a club. Once a club undertakes to furnish insurance for its members it is almost impossible to dislodge the scheme. A club therefore is able to induce members to patronize its insurance department and get rates less than manual.

A club like the Chicago Motor Club, for example, not only operates in its own city, but it soon establishes branches radiating from Chicago, thus edging into the business of local agents in other cities and being an active competitor therefore with the local automobile clubs. The president of the American Automobile Association is now president of the Detroit Automobile Club and attorney-in-fact for its insurance reciprocal. The next president will

BUTTON GIVES APPROVAL TO CONTROL OF RATING

HAD OFFERED SIMILAR PLAN

Virginia Commissioner in 1922 Urged Adoption of Scheme Suggested by Kurth to National Board

RICHMOND, VA., June 8.—The plan for stabilizing rates through centralized control in the National Board, which was recommended by Wilfred Kurth, vice-president of the Home of New York, in his address before that body last week when he retired as its president, is heartily approved and endorsed by Commissioner Button of Virginia, who has long favored such a plan. At the 1922 spring meeting of the National Convention of Insurance Commissioners held in St. Louis, he offered and secured the adoption of a resolution directing the committee on fire insurance to take up with the National Board the question of having it work out a plan to be approved by the committee for the closer supervision of the activities of the various rating bureaus in the interest of uniformity. The resolutions provided further that in the event that the board preferred not to take such jurisdiction, the committee should suggest the feasibility of the establishment by the fire insurance companies of a central bureau clothed with full authority to approve or disapprove, confirm or reject any action taken by any of the subordinate bureaus.

Nothing Came of Suggestion

The suggestion was taken up and discussed further at the next meeting of the committee held at Swampscott, Mass., in September, 1922, but it appears that nothing definite came of it.

In an address delivered before the joint annual convention of the International Association of Casualty & Surety Underwriters and the National Association of Casualty & Surety Agents at White Sulphur Springs last October, Commissioner Button said, "I congratulate the companies doing a workmen's compensation business upon the organization of a national council for the purposes of rate making and I hope before I die to see the fire insurance companies doing likewise. I believe it would help to solve their problems, and they have many."

Commenting upon Mr. Kurth's plan this week, Commissioner Button said that in his opinion the prevailing lack of uniformity in rate-making is primarily responsible for the legislative inquiry into rates now being conducted in Virginia and for similar probes in other parts of the country.

be Charles M. Hayes, who is president of the Chicago Motor Club and who is the main man in its reciprocal. In days gone by the association has endeavored to espouse insurance schemes largely due to the influence of Mr. Hayes and his cohorts.

The automobile business is one of the most attractive for local agents. The menace of automobile clubs getting into the insurance business is one of the most formidable that is before agents.

REPORTS ON GENERAL EXCHANGE OPERATIONS

EXAMINATION BY NEW YORK

Department Gives Interesting Facts About General Motors Company That Took Lead in Premiums

Insurance men will be interested in the method of operation of the General Exchange Insurance Corporation, the insurance subsidiary of General Motors. The methods are described in a report of an examination of the company made by the New York insurance department.

Practically all of the business written is fire and theft insurance in connection with the time sales of automobiles financed by the General Motors Acceptance Corporation for purchasers of new or used cars from General Motors dealers. Collision, property damage and other forms of cover are written when requested by the purchaser. The company will also issue policies on cash sales and also will issue renewals through its branch offices, but very little of this business is done.

Uses Branch Offices

Rates charged for fire and theft are approximately 25 per cent lower than the manual rates used by conference companies. Collision, tornado and property damage rates are at about the same level as charged by conference companies.

Policy writing and rating of risks is done at the offices of the company by its own agents or employees. In the states where the company has no branch offices a small commission is paid to resident agents for signing policies.

Collection of premiums is automatic. When the General Motors Acceptance Corporation purchases a sales contract from a dealer the premium is deducted from the sum advanced to the dealer. The premium is credited daily to the General Exchange and at the end of the month 50 per cent is paid to the General Exchange by the General Acceptance, the other 50 per cent being paid to the insurance corporation within another 15 days.

Licensed in All States

Losses are adjusted through an organization known as the Interstate Automobile Underwriters Agency, acting through independent adjusters.

The company is licensed in all the states of the Union and also in Canada. Branch offices are listed for the states of Alabama, California, Colorado, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Missouri, Nebraska, New Jersey, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Tennessee, Texas and Wisconsin, and presumably commissions are paid to policy signing agents in the other states.

COLLECTIONS ARE DIFFICULT

Chicago insurance offices find that collections are very tight. Men who are experts in getting in money say that at present there is more difficulty being experienced than for a long time in the past.

TORNADO LOSSES SHOW SOME GRAVE PROBLEMS

Multitude of Small Claims Have Swamped Companies After Recent Storms

LOOK FOR SOME RELIEF

Many Officials Feel Policy Should Be Sufficiently Restricted to Shut Out Insignificant Demands

The recent run of tornado losses throughout the southwest and the central west are engrossing the attention of company officials and managers. Not in the history of the business have there been so many losses. There have been tornadoes, that caused more serious destruction and companies have been called on to pay higher aggregate losses. There were three or four storms in April or May that left in their wake a multitude of very small claims. At Poplar Bluff, Mo., and Indianapolis, there were some heavy losses due to the damage of risks of considerable value. Farm companies especially felt the impress of these recent storms. Loss departments have been working night and day in the endeavor to get these claims out of the way.

Measures Considered

On account of the number of claims made company officials have been considering measures that might be pursued to discourage claims that are small or that are really not justified. Owing to the record in tornado insurance that branch of the business has turned from one of real profit to one of doubtful outcome. It has been noticed that out of these storms have come claims for doors, evidently left open, but were blown off the hinges, open swinging windows that were demolished, sheds that were insecurely constructed, shingles that were blown off of roofs that were old, damage to so-called rolled roof, which is of tar paper construction, etc. Many officials have reached the point, where they feel that the companies must protect themselves against small claims which are really not chargeable to the legitimate tornado class.

Plans That Are Suggested

It has been suggested that the \$25 deductible clause be used. This seems impractical and some states would rule it out. In the recent tornado the vast majority of the claims ran from \$5 to \$25. Another proposition is to increase rates. This would be a most laborious process and companies would come in conflict with the state authorities in a number of places.

The other alternative would be to put a restriction in the policy relieving a company of liability in case of swinging door, swinging window, old roofs, small sheds and insignificant shingle losses. It is these claims that are causing the trouble.

(CONTINUED ON PAGE 8)

WISCONSIN ASSOCIATION HOLDS FARM INSPECTION

FINDINGS WILL BE STUDIED

Farm Owners Aware of Fire Prevention Needs and Give Full Cooperation to Inspectors

Recently all of the farms in Sun Prairie township, Dane county, Wis., were inspected by the members of the farm committee of the Wisconsin Fire Prevention Association. A close inspection of all buildings on the several farms was made and turned over to the Western Actuarial Bureau, Chicago, which will tabulate the findings. The following did the inspecting: C. J. Schroeder, Geo. A. Olson, E. O. Spink, Milwaukee; James G. Scobie, Janesville; Fred M. Dittmer, Waukesha; Shelby E. Beers, Sun Prairie; B. A. Ingebritson, Baraboo; Louis B. Holton, Deerfield; E. R. McIntyre, editor "Wisconsin Farmer," Madison; Mr. Meghee, manager Wisconsin Light & Power Co., Madison.

Inspectors Well Received

The inspectors were gratified with the reception at the hands of the property owners, who seemed without exception anxious to be informed on any fire hazards on their premises, and ready to make corrections where possible. Fire prevention needs through this section are well understood in the rural community.

This section was selected as being an average of the run of farms in the southern part of the state and the defects and hazards found would be typical of most of the farms in the older, developed part. Managers of farm writing companies have based their underwriting on their loss experience and no doubt the final report of this inspection will be of interest as showing the numerous hazards which usually are passed over by the field man and agent.

Lack of Protection Found

One of the main recommendations made by the field men who inspected the risks was for the farmers to have ladders long enough to reach the eaves of the barns and dwellings on their farms. In addition, they recommended that these ladders be placed at a convenient place, where they are to be kept available at all times.

The big defect which the inspectors found was a lack of protection generally about the farms. Few places had ladders or water barrels and buckets or extinguishers which would be ready for instant use should fire break out.

Electric Wiring Hazard

There was poor housekeeping on certain of the risks, but in general this was good. Electric wiring was poor in some cases, especially on farms where the wiring has been in for some years. On those which have been wired in recent years, the wiring is in conduits and well protected. Some of the farms obtain their electricity from outside sources and others have their own plants. About 50 percent of the farms were found protected with lightning rods, most of which are in good condition and properly grounded.

Denies Buying Firemans Fund Stock

SAN FRANCISCO, June 8.—Reports current in the insurance and financial districts of San Francisco last week to the effect that the Bank of Italy was interested in buying up stock of the Firemans Fund, causing a sharp increase on the market, have been denied by officials of the bank. The officers also denied the report that the bank intended to reenter the insurance business through its 275 branches in California as a local agent, broker and company representative or operator.

ILLINOIS FIELD MEN TALK ABOUT OFFICERS

SLATES BEING PREPARED

Two Organizations Are Now Lining Up the Official Personnel for the Forthcoming Year

It is anticipated that at the annual meeting of the Illinois State Board to be held at Delavan Lake, Wis., June 28-29, A. C. Wallace, Illinois state agent of the New Hampshire, will be elected president to succeed A. A. Knopp of the New York Underwriters. Mr. Wallace is at present vice-president. For many years it has been the established custom to advance the vice-president to the chief office. Mr. Wallace has also been a member of the executive committee and is entirely familiar with the affairs of the organization.

Underwood May Go Up

Friends of T. C. Underwood, Illinois state agent of the America Fore companies, say that he will be elected vice-president succeeding Mr. Wallace. Mr. Underwood has been a member of the executive committee and is regarded as well qualified to assume the vice-presidency with advancement to presidency next year in view. Two members of the executive committee will be chosen by the Illinois State Board, and it is believed that Rodney D. Wiley of the Atlas will be one of them.

Illinois Field Club Slate

W. P. Funkhouser, state agent of the Crum & Forster companies, will in all probability succeed John B. Tetlow of the American as president of the Illinois Field Club. Mr. Funkhouser is now vice-president, and if precedent is followed he will be advanced to the presidency. John T. Harding of the Millers National, at present secretary of the Field Club, and John E. Knapp of the Concordia are both spoken of as possible candidates for the vice-presidency. Mr. Harding would represent the northern Illinois element, whereas Mr. Knapp, who lives at Jacksonville, would be the candidate of the southern Illinois mem-

HAIL DID MUCH DAMAGE AT EAST ST. LOUIS

LITTLE INSURANCE CARRIED

Local Agents Take Stand That Wind Did Not Cause the Loss to Property

There was a severe hail storm at East St. Louis, Ill., May 29. The hail stones did much damage throughout the city and environs. The local agents decided that there was no liability under the tornado policies and very few carried hail insurance on their property. Agents have been deluged with claimants because of the great destruction in glass, roofs and sidings of buildings. The agents, however, have stood together and have agreed that there is no liability as there was not a tornado. The hail stones were unusually large. They were heavy and came with great velocity. They went through nearly every skylight in the city, most of which were equipped with heavy wired glass. In some cases this glass was a half inch thick. The hail stones went through some shingle roofs without any hindrance. This as well as other recent cases show the necessity of having hail insurance along with tornado.

bers. Lloyd W. Brown of Decatur, southern Illinois state agent of the National Liberty, is spoken of as a candidate for secretary to succeed Mr. Harding, and W. E. Jowien of the Boston will probably be chosen treasurer. Now that the office of the Field Club has been removed to Peoria it is desired to have a Peoria field man as treasurer for the sake of convenience.

Bennett and Welton Speakers

Walter H. Bennett, secretary of the National Association of Insurance Agents, and Spencer Welton, president of the New York Indemnity, will speak before the annual meeting of the Georgia Association of Insurance Agents at its annual convention in Savannah, June 17.

STRAIN BROUGHT OUT IN ILLINOIS FIELD

BUREAU MEN STIRRED UP

State Board Turned Down Proposition to Have Both Organizations at Joint Meeting Place

At a recent meeting of the executive committee of the Illinois State Board, the Western Union organization, it was decided not to accept the invitation of the Illinois Field Club, the Bureau association, to meet with that organization at Delavan Lake, Wis., June 28-29. A letter outlining the position of the Illinois State Board was sent by A. A. Knopp of the New York Underwriters, president of the organization, to A. H. Knight of the National Liberty, chairman of the entertainment committee of the Illinois Field Club. It was apparent the State Board officials did not wish the joint meeting place.

Will Meet at Nippersink

Accordingly, the Illinois Field Club has decided to hold its annual meeting at Nippersink Lodge, Genoa City, Wis., June 29-30. Mr. Knopp's letter has caused some feeling among the members of the Illinois Field Club who declare that if they cannot mingle socially at Delavan Lake, neither will social intercourse be possible at meetings of the Illinois Fire Prevention Association or the Illinois Blue Goose. They point out that R. W. Tapper of the Rhode Island group, a Bureau field man, is now supervisor of the flock of the Blue Goose and A. H. Knight of the National Liberty, another Bureau man, is vice-president of the Illinois Fire Prevention Association. It is expected that both of these will be elevated to the top position in the two organizations as it is the custom in both to have a Union field man as president one year and a Bureau field man the next. With the present strained relations between the Union and Bureau field men of Illinois, Mr. Tapper and Mr. Knight will be placed in a rather delicate position if they are advanced by their respective organizations as is expected.

The Bureau field men of Illinois are so resentful of what has taken place that most of them refused to attend the recent inspection of Danville, Ill. There were 44 Union field men present and only eight Bureau men in attendance.

National Buys Building

The National Fire has bought from the Aetna Life a four-story brick and concrete building at 94 Trumbull street, Hartford, to be used for additional office space, as the property adjoins the National Fire Company's building on two sides.

The building has been used by the Aetna Life for its group department. The property has a frontage on Trumbull street of 42 feet and is 150 feet deep, being bounded on one side by a mutual gangway. The Aetna Life has now disposed of all of its property excepting the new site being held on Farmington avenue.

Indianapolis Well Insured

NEW YORK, June 8.—In spite of the recent numerous and severe windstorms that have occurred in the middle west recently company officials still favor this class of business and are writing it very freely. The anticipated increase in offerings following the storms has not materialized to any extent and the assumption is that most of the desirable properties throughout the territory already carry the indemnity. Indianapolis is reputed to carry more wind-storm insurance than any city approaching it in size in the country, the explanation being that the building and loan associations insist upon this form of protection for their loans as well as proper fire coverage.

CONDENSED NEWS OF THE WEEK

It is understood that a resolution will be offered at the annual meeting of the American Automobile Association favoring making insurance a logical function of local clubs. **Page 5**

New York's attempt to limit credit for investments in other insurance stocks to the book value instead of market value, in the case of foreign as well as New York companies, arouses protest. **Page 7**

New York department makes report on operation of General Exchange Corporation. **Page 5**

Commissioner Button of Virginia, who suggested similar plan several years ago, gives approval to Wilfred Kurth's proposal for centralized control of all rate making activities. **Page 5**

J. A. Tracy, state fire marshal of Iowa, who served as president of the National Association of Fire Marshals, becomes state agent in Iowa representing the bureau of investigation of the department of justice. **Page 29**

Program of the annual meeting of the Arkansas Association of Insurance Agents is announced. **Page 30**

Program is announced for the annual meeting of the Mississippi Association of Insurance Agents. **Page 32**

Program is announced for summer meeting of New England associations of insurance agents. **Page 34**

Wolverine and Michigan Employers Casualty are merged into full coverage automobile company. **Page 35**

Rating simplified in enormous field of contingent automobile and property damage insurance. **Page 39**

Receiver is appointed for the Manufacturers Liability of Jersey City. **Page 39**

A. C. Wallace will undoubtedly be chosen president of the Illinois State Board and W. P. Funkhouser, of the Illinois Field Club at the forthcoming meeting. **Page 6**

Illinois State Board and Illinois Field Club decide not to meet at the same place for their annual gathering. **Page 6**

Firemen's of Newark group of companies that have had general agencies in Tennessee and Oklahoma will hereafter report direct to western department. **Page 7**

Time of meeting of the Ohio Association of Insurance Agents has been changed to June 22-23 at Cleveland. **Page 12**

Ohio Blue Goose holds banquet with Judge Harry L. Conn, former state insurance superintendent, as guest of honor. **Page 23**

Meeting of the National Surety Association resolves to maintain vigorous organization and to wage unremitting war on irregular practices in the business. **Page 37**

Showdown on minimum rated compensation risks expected soon. **Page 37**

Trend toward full coverage groups is indicated by recent arrangements between fire and casualty companies. **Page 39**

The time for the casualty convention at White Sulphur Springs has been changed to Oct. 4-6. **Page 37**

Recelvership of Manufacturers Liability causes complications for policyholders under Massachusetts compulsory law. **Page 37**

NEED FOR UNIFORMITY IS BEING EMPHASIZED

New Administration of National Board Will Continue Kurth's Program

COORDINATE ACTIVITIES

Officials Turn Attention to Great Losses in Adjustment Work and in Rate Making

NEW YORK, June 8.—Now that the National Board is definitely committed to a reform program with respect to present practices in rate-making, loss adjusting and public relations, the new administration, as soon as the various standing committees are appointed, will bend its energies toward bringing these about. Numerous and serious as are the difficulties to be encountered in radically changing methods long established, now that a general course has been charted President Bulkley and his associates may be counted upon to proceed vigorously, confident of the full support of the great majority of the companies in carrying out whatever plans they may agree upon.

Will Study Adjustments

A start has already been made with respect to the highly important matter of adjustments, the National Board having secured the services of Harvey W. Russ who is to undertake a thorough survey "of adjusting conditions throughout the country, beginning in New York City where existing conditions demand immediate attention." The drain upon the companies in past years through laxity in the settlement of claims in many centers, has been a severe one, and while underwriters have essayed to institute changes for the better from time to time, nothing definite has been accomplished thus far. It will be Mr. Russ' task to determine basically what is wrong with the existing system and to suggest remedial measures to the committee on adjustments of the National Board. No more important work has ever been initiated by the organization and the outcome of the present effort will be watched with the greatest interest by the business.

A start has been made also with respect to improving the attitude of the general public toward fire underwriting interests, and while a considerable period will doubtless elapse before the program of the responsible committee in this connection is wholly put into operation, the result should, and unquestionably will, be decidedly beneficial.

Lack Uniformity in Rating

Far too little attention has been paid heretofore to the question of rate-making. Although this matter deals with a fundamental of the business, company executives have delegated rate-making very largely to independent organizations, which are practically a law unto themselves. The result has been lack of uniformity in the charges imposed upon risks of essentially the same hazard in different sections of the country, justifying the complaint of property-owners that the business of fire insurance is one of lax management and inducing in no small degree much of the inimical legislation now afflicting its operation. Notably have these rate discrepancies appeared in connection with general cover contracts, and been provocative of endless and very proper complaint on the part of the assured. Different rating schedules are used in various sections of the country, some

AGENTS IN TWO STATES NOW REPORT DIRECT

ACTION OF FIREMEN'S GROUP

General Agencies in Oklahoma and Tennessee Are Discontinued—Western Department in Charge

T. E. Braniff & Co. of Oklahoma City have for many years been general agents for the National-Ben Franklin, Concordia and Superior. These companies having decided to put their Oklahoma agency plant on a direct reporting basis, this general agency, by mutual agreement, has been discontinued as of June 1. Dennis Mitchell, who has heretofore been appointed as state agent for the Pittsburgh Underwriters in Oklahoma, will act also as state agent for the National-Ben Franklin, Concordia and Superior. Prior to the time that the Pittsburgh Underwriters reported to the western department at Chicago it was represented in Oklahoma by L. M. Ewing general agency, which was discontinued a short time ago. These companies all report to the western department at Chicago.

B. Duke Crouch & Co. of Nashville, Tenn., have represented the National-Ben Franklin and the Pittsburgh Underwriters as general agents for Tennessee for some years. By mutual agreement this general agency has been discontinued, and their agents in Tennessee will from and after June 6, report direct to the western department at Chicago. L. O. Brady of Memphis, who has been state agent for the Concordia and Superior, will also act as state agent for the National-Ben Franklin and the Pittsburgh Underwriters.

admirable, others fair and still others mere patchwork. Especially does the last mentioned term apply to the south, where schedules have been made up to produce previously determined rates, rather than with a desire to work out a charge commensurate with the hazard.

Need Uniform Schedule

What is now needed in the business according to officials is a uniform schedule for use throughout the country as a whole, the application of which can be thoroughly justified to the assured as well as understood by underwriters. As the Dean schedule is used more largely than any other, the suggestion is that it be adopted, after being stripped of many of the refinements to which it has been subjected since its first issuance years ago. Though the Dean schedule is by no means ideal, it is the best of its kind yet produced and if simplified would prove generally acceptable. When charged with drawing the point too fine, raters retort that they are not altogether responsible for this, asserting that they are constantly being importuned by underwriters and others to grant additional concessions for this, that and the other condition in a risk, though the improvement is usually a trifling one.

Must Coordinate Activities

While it was expressly stated at the most recent annual meeting of the National Board that the organization is not to enter the rate-making field, as was true a number of years ago, the need for its serving as the medium for coordinating the activities of the existing rating bodies of the country and endeavoring to bring about uniformity of practice, was made very clear in the address of retiring President Kurth, and has suggestions for reform warmly approved by the entire board membership. Although the plan for carrying out the recommendations has not yet been formulated by the executive committee, the assumption is that it will engage the services of an expert rater to deal with the whole question, just as will be done

SUPREME COURT NOT TO REVIEW FIRE CASE

MORTGAGEE IS HELD INSURED

Appeals Court Says That Loss-Payable Clause Precludes Claim That Warranty Was Breached

WASHINGTON, D. C., June 7.—The United States Supreme Court on June 6 refused to review the decision of the circuit court of appeals for the sixth circuit, in the case of G. L. Marshall, et al., vs. Commercial Union Fire, the Hartford Fire, the Home Fire & Marine, and the Commercial Union Assurance. The decision held that the mortgagee is insured under the loss-payable clause, and that the insurers are precluded by virtue thereof from claiming that the warranty against mortgaging or encumbering the property has been breached.

The companies claimed that the loss-payable clause makes the party named therein only an appointee for the purpose of receiving the proceeds due to the insured, to the extent of the interest which the appointee had or might have in such proceeds, and that it in no sense relates to an "interest in the insured property" as held by the circuit court of appeals.

The court held that in this case, because of the fact that the mortgagee, or the holder of the outstanding interest in the insured property, is the party named in the loss-payable clause, it is to be interpreted as an agreement to insure the interest of the payee. The suit revolved around the question of whether the agents of the insurance companies knew of the interest of the mortgagee in the property.

by Mr. Russ with respect to loss adjusting methods.

Commissioners Give Support

Instead of opposing uniform rate-making, the state commissioners have been ardent advocates of such action and may be counted upon to give it their hearty support. Hand in hand with uniformity in rate-making would have to go the adoption of a standard fire policy for general use. Of course, to bring about the latter result would require changes in the laws of a number of the states which now prescribe the form of contract to be used within their respective commonwealths. These legislative changes would have to be secured through the influence of the commissioners, for obviously the underwriters would be powerless to induce them.

STUDENT LIFE CREATES GREAT MORAL HAZARD

A recent number of "The Ounce of Prevention," organ of the Hooper-Holmes Bureau, New York, issues a warning to underwriters in the automobile, fire, theft and liability lines with reference to student risks. The tenor of the article is that college students who are provided with automobiles and plenty of money for their maintenance and operation are more prone to carelessness than are any other automobile operator. The article also states that girls who leave home for college frequently take with them their mothers' insured jewelry and frequently lose it by theft. The moral hazard, according to the article, probably is greater in the universities than anywhere else in the country. Many causes are given for the waywardness of college students, among which are over-indulgence by parents, the study of wrong subjects, and wrong training or the lack of any training in responsibility while at school. Carelessness in the handling of their own and other people's property undoubtedly does obtain among most student bodies and it is with the moral hazard bound up with this that the underwriter is concerned.

NEW YORK'S PROPOSAL STIRS UP COMMOTION

Superintendent Beha Again Attempts to Enforce Extra-Territorial Control

MAY INVOKE RETALIATION

Limit Credit for Other Insurance Stocks to Book Value for Companies Operating in State

NEW YORK, June 8.—A stir of large proportions will be created in underwriting circles throughout the country should the New York department persist in its announced purpose of rigidly applying the law of this state governing the credit allowed a corporation for its stock holdings in companies of like character, to institutions of other commonwealths operating here. New York allows an insurance company holding stock in a subsidiary carrier credit to the extent of the book value of such stock, but not the market value. The proposal now is to extend this ruling to out of state companies operating in New York.

May Invoke Retaliatory Law

Company officials are considerably exercised over the proposal and have been making inquiry as to the occasion for the departure. A number of non-state companies hold large interests in subsidiary enterprises, and enforcement of the New York provision would mean a marked reduction in their net surplus accounts, and might even extend to a technical impairment of capital. Should the home department proceed along its announced lines, it will doubtless come into sharp conflict with the departments of other states whose companies would be penalized under the application of the statute in question. While the laws of a number of the states grant discretionary power to their home departments in applying retaliatory measures, in others such action is mandatory. An example of a mandatory retaliatory measure is that of a nearby state which provides in brief that if the financial standing and practices of any company domiciled in that state are acceptable to the home commissioner and he so certifies, they must be acceptable to the authorities of all other states, and any refusal to so accept them compels the home state department to deny licenses to all companies located in non-assenting commonwealths or countries. Thus the enforcement of this ruling will result in great hardship to New York companies in other states.

Threatened Break Averted

Some months ago Superintendent Beha of New York was in sharp controversy with Commissioner Wells of Minnesota, because of the effort of the former to restrict the form of policy an important fire company of the state might write in its home community, though it was not issuing the contract in New York. This effort at extra-territorial jurisdiction was sharply resisted by the Minnesota commissioner, who promptly countered by pointing to certain provisions in the laws of his state governing the character of investments fire companies were permitted to make, declaring that if the attitude of the New York department were persisted in, the Minnesota regulation would be strictly applied. While an amicable adjustment of the matter was reached by the two governing officials, the incident illustrated the difficulties that would develop through the application of retaliatory measures should

any one commonwealth attempt minutely to regulate the operations of corporations outside its particular jurisdiction.

The latest move on the part of the New York department is charged with dynamite and unless a modified course is adopted, an upheaval in underwriting circles may result.

TORNADO LOSSES SHOW SOME GRAVE PROBLEMS

(CONTINUED FROM PAGE 5)

ing a lot of extra expense and companies say that they should not be called upon to pay them.

Many of these losses are due to carelessness and others give a good excuse to the assured to get repairs made. In some instances it has been found, for example, that the policy covers a corn

crib or shed where the roof is insecure or the building itself is more or less open and lends itself to loss from wind. Even a stiff breeze might cause a loss. Many farmers have been using rolled roof for covering sheds and barns. In a few years this deteriorates to such an extent that the wind will tear it to pieces. There are other cases where a dozen shingles have been blown off a roof, as they have become loosened by the elements. A prolific cause of tornado claims is the door that is not securely fastened or has been left open and is blown off the hinges. Farm companies have been particularly hard hit in this regard.

Companies are disappointed in their tornado insurance campaign following the recent losses. While considerable new business has been secured, yet the response has not been nearly as great as was expected. This leads un-

derwriters to feel that the people that would be asked to insure after a storm for fear that a similar catastrophe might befall them have all taken policies. The result is that those who are left are indifferent. The very energetic campaign carried on by local agents has resulted in those appreciating the danger protecting themselves. So far as farm business is concerned, almost every farmer carrying insurance takes the combined policy.

It would not be surprising to see companies agree on a restricted policy, relieving them from what might be called "claims of imposition."

A severe wind and hail storm which struck Sikeston, Mo., caused property damage that is expected to exceed \$100,000. One person was injured. Several dwellings and business houses were wrecked.

PLANS MADE FOR WORK IN SOUTH DAKOTA

Secretary D. P. Lemen of the South Dakota Fire Prevention Association announces a plan of farm inspection work. The officers of the South Dakota association have called for volunteers among the farm special agents for special service in the agricultural districts. While making the rounds for their companies these field men are asked to do everything possible to advance the cause of fire prevention among the policyholders and the communities in general. It is planned to arrange for public meetings in connection with picnics, and outings. Representatives of the fire prevention association will be present and give talks. It is thought that throughout South Dakota a large amount of excellent work can be done during the summer through this method.

ADDITIONAL FIRE COMPANY ARGUS CHART FIGURES

Taken from Reports to Home State Insurance Departments, Received Too Late to Be Shown in Compilation

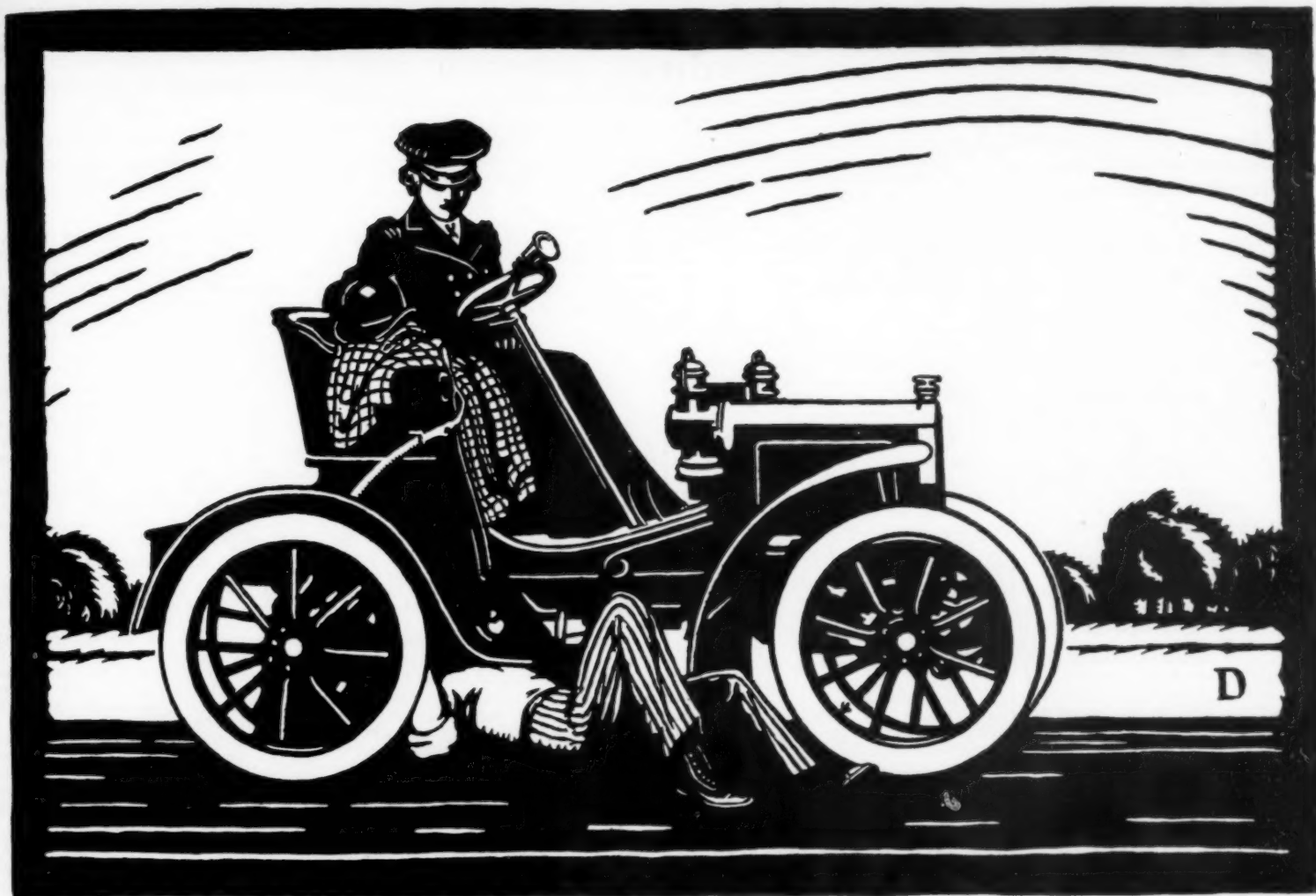
Name, Location, Date of Organization and Capital	Admitted Assets	Unearned Prem. Reserve	Surplus as to Policy-holders	Net Prem. Written	Prem. Plus Int. & Rents	Losses Paid	Dividends Paid	Underwriting Exp. Paid	Total	Losses Inc.	Ratio % to Loss Inc.	Ratio % to Loss Inc.
STOCK COMPANIES												
Atlantic Fire (1926), \$122,930, G. G. Stembler, Pres.; Hunter Lyon Secy., Miami, Fla.	\$233,706	\$.....	\$167,074	Began business in 1926.								
National Union Fire (1865), \$100,000, P. L. Lerner, Secy., Washington, D. C.	471,020	85,569	371,104	\$73,955	\$111,368	\$17,609	\$15,000	\$39,423	\$72,032	\$15,136	24	20
MUTUAL COMPANIES												
Austin Mutual Insurance Co. (1896), W. A. Laidlaw, Sec'y., Minneapolis, Minn.	112,922	.....	112,922	236,367	236,621	40,399	.....	.....	.....	.....	17	..
Brown Co. Farmers Mut. Fire Ins. Co. (1889), (f), G. Keplinger, Secy., Morrill, Kan.	121,113	.....	120,943	61,177	65,964	43,280	.....	19,114	62,394	37,862	71	62
Canyon Co. Farmers Mut. Fire Ins. Co. (1908), (f), A. E. Babcock, Secy., Caldwell, Idaho.	22,833	.....	22,833	37,243	37,270	26,048	.....	11,814	37,862	26,048	..	..
Deerfield Mut. Fire Ins. Co., E. L. Erdmann, Sec., Deerfield, Minn.	971	.....	—1,329	24,284	24,284	29,603	.....	4,232	33,835	.....	122	..
Fairmont Mut. Fire Ins. Co., C. E. Jones, Sec., Fairmont, Minn.	7,438	.....	7,438	11,512	12,258	25,536	.....	5,855	31,391	.....	..	51
Farmers Co-operative Mut. Ins. Assn. (1918), (h, t), W. C. Norton, Secy., Minneapolis, Minn.	19,301	.....	19,301	123,048	123,456	44,289	.....	33,907	78,196	.....	36	..
Farmers Fire Relief Assn. (1896), (f), C. Haltinger, Secy., Stayton, Ore.	7,200	.....	7,200	2,366	2,673	1,945	.....	491	2,436	.....	83	..
Farmers Mut. Fire Relief Assn. (1883), (f), E. Ritter, Sec., Hillsboro, Ore.	18,473	.....	11,260	8,376	8,942	4,203	.....	2,324	6,527	2,943	50	35
Farmers State Mut. Hall Assn. (1898), (h), M. E. Groves, Pres. and Secy., Estherville, Ia.	9,521	.....	9,521	75,611	78,639	16,867	.....	49,455	66,322	.....	22	..
First German M. F. L. & S. I. A. of Maxfield, (f, t), H. Groening, Secy., Denver, Ia.	13,200	.....	11,645	31,268	31,268	20,299	.....	3,809	24,108	.....	65	..
Granite Mut. Fire Ins. Co. (1906), (f), R. G. Robinson, Secy., Barre, Vt.	66,524	45,302	—581	33,832	33,832	71,283	.....	.....	.....	66,950	..	..
Green Mountain Mut. Fire Ins. Co. (1916), (f), J. G. Brown, Secy., Montpelier, Vt.	181,711	50,849	*55,678	108,225	110,400	59,909	5,645	34,886	100,440	54,944	55	51
Harvester-Horticultural Mut. Ins. Assn. (1921), (h), W. F. Ghormley, Pres.-Secy., Des Moines, Ia.	17,797	.....	45,344	69,655	72,197	26,464	.....	61,036	87,500	.....	38	..
Hawkeye Mut. Hall Ins. Assn. (1919), (h), E. K. McElroy, Secy., Fort Dodge, Ia.	43,453	.....	43,453	141,611	141,611	51,911	.....	80,684	132,595	.....	37	..
Home Farmers Mut. Ins. Co. (1916), W. C. Norton, Secy., Minneapolis, Minn.	230,649	.....	230,451	84,776	41,254	7,460	.....	6,750	14,210	.....	21	..
Home Mut. Fire Ins. Co. (1926), (f, t), F. C. Waggoner, Secy., Buchanan, W. Va.	1,491	.....	—509	3,155	3,155	.....	.....	2,590	.....	2,000	..	63
Hop Growers Fire Relief Assn. of Butteville (1889), (f), F. M. Gearin, Secy., Donald, Ore.	52,719	.....	52,719	8,055	10,209	8,918	.....	1,600	10,518	8,918	111	111
Iowa Mercantile Mut. Fire Ins. Assn. (1885), (f, t), O. V. McCown, Secy., Spencer, Ia.	9,215	.....	8,407	21,446	21,927	7,742	.....	15,236	22,978	.....	36	..
Le Mars Mutual Ins. Assn. (1901), (a, f, h, t), R. J. Koehler, Secy., Le Mars, Ia.	52,033	.....	51,371	39,617	41,162	13,905	.....	13,364	27,269	.....	35	..
McPherson Hall Ins. Co. (1899), C. E. Booz, Secy., McPherson, Kan.	15,252	.....	15,252	62,756	63,274	33,136	.....	20,899	54,025	33,407	53	53
Mid-West Mut. Fire Ins. Assn. (1926), (h), H. Susong, Secy., Des Moines, Ia.	22,156	.....	5,190	62,909	62,909	10,878	.....	58,643	69,521	.....	17	..
Mill Owners Mut. Fire Ins. Co. (1895), (f), H. J. James, Secy., Chicago, Ill.	790,632	385,830	395,443	426,891	465,830	32,461	317,387	45,217	395,065	33,501	8	8
Mutual Assur. Society of Va. (1794), (f), G. M. King, Secy., Richmond, Va.	4,625,938	4,690	4,586,475	56,546	374,428	46,562	.....	40,481	87,043	45,019	82	80
Mutual Fire Ins. Co. of D. C. (1855), (f), L. P. Boteler, Secy., Washington, D. C.	329,134	10,009	266,337	32,360	51,559	9,253	19,785	17,373	46,411	10,078	29	31
Mutual Fire Ins. Co. (1843), (a, f, t), W. B. Young, Secy., Bel Air, Md.	413,206	187,261	206,250	263,937	284,679	157,603	.....	151,363	308,966	154,365	60	58
Mutual Fire Ins. Co. (1870), (f), W. M. Delsher, Secy., Reading, Pa.	149,847	53,619	89,338	48,565	65,605	21,104	9,903	8,404	39,411	.....	43	..
Mutual Fire Ins. Co. of W. Va. (1916), (f, t), (Co-op. Asst.), H. P. Magill, Secy., Charleston, W. Va.	12,648	.....	12,648	63,127	63,280	14,310	.....	.....	.....	18,175	23	29
Mutual Investment Fire Ins. Co. (1896), (f), H. L. Beall, Secy., Washington, D. C.	13,583	625	5,128	6,749	1,374	58	.....	1,587	1,645	58	..	..
Mutual Protection Fire Ins. Co. (1876), (f), W. A. Johnson, Secy., Washington, D. C.	34,736	945	33,193	1,588	3,634	21	560	2,066	2,647	21	..	..
Northern Mutual Ins. Assn. (1916), (h, t), F. M. Carlson, Secy., Blue Earth, Mich.	12,578	.....	15,549	40,009	40,009	14,405	.....	11,231	25,636	6,467	36	16
Northern Neck Mut. Fire Assn. (1896), (f), W. R. Rowe, Secy., Irvington, Va.	74,081	.....	\$54,691	44,976	48,539	77,365	1,000	.....	.....	.....	..	..
Patron's Co-operative Fire Ins. Co. (1914), E. C. Evans, Secy., Osseo, Minn.	583	.....	1,767	31,269	31,833	45,040	.....	2,272	47,313	47,390	..	..
Rochester Farmers Mut. Ins. Assn. (1882), H. E. Moehneke, Secy., Rochester, Minn.	.....	.....	.....	29,481	29,481	29,689	.....	4,243	33,932	29,689	101	101
Safe Fire Ins. Co. (1911), (f, t), R. L. Maple, Secy., Harrisville, W. Va.	34,023	.....	24,373	63,714	64,526	43,069	.....	15,116	58,185	52,719	68	83
Scandinavian Mut. Prot. Fire Ins. Assn. (1899), (f), C. Jorgensen, Pres., Fresno, Cal.	7,193	.....	3,968	66,967	67,580	63,661	.....	20,649	84,310	.....	95	..
Sonoma Co. Farmers Mut. Fire Ins. Co. (1898), (f), G. S. Crane, Secy., Santa Rosa, Cal.	84,508	.....	83,546	36,075	40,781	25,962	.....	8,723	34,685	.....	72	..
State Farmers Mut. Hall Ins. Co. (1896), (h, t), E. M. Rutledge, Secy., Waseco, Minn.	22,750	.....	8,524	52,957	54,078	6,226	.....	30,903	37,129	21,873	12	41
RECIPROCAL, INTER-INSURANCE EXCHANGES AND LLOYDS												
Assurance Underwriters of America (1892), (f), R. A. Corroon, Pres., New York, N. Y.	528,524	372,715	64,281	333,067	352,254	250,588	.....	149,328	399,916	.....	75	..
Guaranty Mutual Fire Underwriters (1926), (f, h, t), R. G. Chapman, Secy., Dallas, Tex.	4,840	3,715	.....	8,838	10,476	2,100	.....	3,679	5,779	4,800	24	54
Lumber Underwriters (1907), (f), A. B. Banks, Pres., Little Rock, Ark.	241,907	221,264	.....	418,935	425,559	300,310	13,993	1,981	316,284	278,568	72	66
Southern Underwriters (1907), (f), J. G. Webster, Atty., San Antonio, Tex.	85,253	20,210	53,496	59,616	63,078	14,910	.....	47,268	52,641	16,664	25	28

*Includes \$50,000 guaranty capital.

†Merger of Harvester and United Grain Growers Mutual in 1926.

‡Includes \$10,000 guaranty capital.

Losses incurred include loss adjustment expense.



A common occurrence in 1902 when the Boston wrote the first policy

"GET out and get under!" — a common occurrence in the sporting life of the automobilist of twenty-five years ago; so common in fact that a popular song of the day took up the refrain.

It was a proud moment when the beau of 1902 started away with his lady fair on her first automobile ride. Unfortunately, his was often the pride that goeth before a stall. The successful completion of a motor trip in the days of a single cylinder, unreliable tires and unpaved roads was problematical.

In 1902 when automobiles were in their infancy, the Boston Insurance Company issued a policy covering this class. They were the pioneers in this field, which has now grown to enormous proportions.

Long experience in any field is not always the criterion of a company's value to an agent. A company cannot rest on past performances; it must be progressive — and aggressive, as well. We believe we are today offering a service to our agents that cannot be excelled in writing lines for them on a personal and individual basis.

Every one of our agents receives each month a copy of our magazine, "The Accelerator." This magazine is crammed with highly interesting and profitable information on selling and advertising, not only of automobile insurance but of the many other lines we write.

You cannot afford to miss your copy of this business-building magazine. Write direct to our Advertising Department for it today.

Boston Insurance Company
Old Colony Insurance Company
 87 Kilby Street Boston, Massachusetts

CONSIDERS FLOOD FROM INSURANCE STANDPOINT

MAY HAVE INJURIOUS EFFECT

Observer Sees Possibility of Decrease in Premiums in Devastated Area Coupled with Mounting Losses

In the June issue of "Sparks," the new house organ of the St. Paul Fire & Marine, H. P. Martin discusses the effects of the flood on premiums and losses. After detailing the scope of damage done by the water, Mr. Martin continues:

Loss Rates May Mount

"What result the flood will have on the insurance business is largely a matter of conjecture, but business conditions will no doubt be poor in this section and it is an axiom of the fire insurance business that when business conditions are good premiums increase and losses decrease, but when business conditions are poor, premiums drop off and losses increase. It may be assumed that when people return to their homes and places of business they will try to dry them out and in the attempt possibly fires will result. It would not be surprising if the general morale were decreased substantially and in many instances it will be quite a temptation where property has been damaged and is amply insured to 'sell it to the insurance company.' Persons who would not deliberately set fire to their homes and places of business will, perhaps, be careless in handling fires, secretly hoping that something will happen.

Considerable Cotton Loss

"In the opinion of cotton experts who have viewed the disastrous flood in Greenville and vicinity, the flood damage to cotton in the Delta section of Mississippi will amount to something like \$3,000,000. The loss is said to be largely covered by marine writing companies as members of the Cotton Insurance Association.

"It will be surprising if premiums do not drop off, losses increase and balances be harder than ever to collect in this unfortunate part of the country, but this pessimistic view may be wrong. Perhaps the Red Cross, government and other agencies' aid in rehabilitating the stricken areas will bolster up the moral fibre of the people.

Reciprocal Leader Dead

KANSAS CITY, Mo., June 8.—U. S. Epperson, founder of the U. S. Epperson Underwriting Company, died here June 3 from apoplexy. He had been in ill health for several years. Mr. Epperson was nationally known in the reciprocal field. He was very active in civic affairs in this city for many years, and was one of the most prominent of the early business men of Kansas City. He was born in Indianapolis in 1861, coming to Kansas City in 1868. In 1902 he organized and operated the Elevator Underwriters, a fire inter-insurance exchange for grain elevators, and in 1905 organized the Lumbermen's Underwriting Alliance. He remained actively in control of the U. S. Epperson Underwriting Company, which was attorney in fact for the subscribers of the Lumbermen's Underwriting Alliance, until 1922, when he gave up the active management.

Doyle Is Baseball President

C. J. Doyle, of Springfield, Ill., associate general counsel of the National Board, is one of the most enthusiastic baseball fans in his section. He is president of the Springfield Baseball Club, which is a member of the Three-Eye League. Mr. Doyle has done much for the Springfield club by stimulating interest in its activities. He is a loyal rooter at the games and takes a great interest in the players.

NEW AGENT RENDERED GREAT SERVICE TO ASSURED WITHOUT ADDITIONAL COST

A LIVE-WIRE agent recently opened an office in a new town. It was a hard town to "break into" because most of the better risks were insured by agencies which had been doing business there for years and years. But the new-comer was not discouraged. He had had insurance experience in a manufacturing city in Ohio, and had moved to the new location only because his wife's health demanded it. The first person he tackled was the owner of the best laundry in the town. Purposely he sent his own soiled clothes there the first week, and had something complimentary to say to the owner and manager when he dropped in his office, business-bent.

Paid too Much for Coverage

"By the way," he said, after the ice had been melted, "Have you all the fire insurance you need on this plant?" "I think so," smiled the laundryman. "Is insurance your business?"

"Yes. Would you mind telling me how much you carry, and what you pay for it?" The ice having been broken in a diplomatic way, the prospect told him.

"Perhaps the amount of your coverage is all right, but you are paying too much for it," the agent commented.

"I guess not. The biggest, oldest and best agency in this town has handled our fire insurance for years. What do you mean I'm paying too much?"

Savings Pay for Installation

"I said the premium you pay for the protection you get is out of line," the agent went on. "If you installed a sprinkler system in your plant, the rate would drop so much that the premium savings would pay for the sprinklers in a few years, and after that the annual savings would be just so much money in your own pocket. Here, I can show you in black and white!"

Just a few days later the "biggest and oldest and best agency" in the town telephoned the laundryman and told him in pleasant terms that it was time to renew his fire policy.

"That's right," replied the laundryman. "But it's taken care of. Yeah,

I gave it to that new agent. He seems to know his onions. Sprinkler leakage? Yeah, I made a saving in premium with sprinklers in, as he recommended, that I gladly gave him an order for sprinkler leakage also. Yeah? Sure, you've been handling my insurance for years, and charging me a lot more than I should have paid! Why didn't you tell me about cutting the rate with automatic sprinklers?"

"Say, wait a minute! A sprinkler system costs a lot of money, and I didn't think—"

Big Saving to Insured

"That's just it! You didn't think! This new agent has put me in touch with a sprinkler agency which will install sprinklers for me, and let the premium savings for a few years take care of the entire cost. I don't have to put up a nickel. No, you've lost my business, and you are likely to lose more if you don't wake up. I'm telling all my friends about this sprinkler proposition." The laundryman's fire insurance rate had been cut from \$1.65 per \$100 to 41 cents by reason of the installation of automatic sprinkler equipment.

Can Get Other Risks

Along this line a prominent agent recently said: "Few plants that are not sprinklered are controlled exclusively by one agency, but usually have farmed their policies out among many agencies. Forgetting personal feelings, an agent may solicit such business without hesitation, and serve the insured an additional good turn by consolidating his insurance into a few big policies. The usual approach to such a prospect is to make a thorough investigation of his present rating and advise him of all possibilities for credit through other improvements. Add to that a report on the probable rates with automatic sprinklers and include an estimate of the cost. Such estimates will be furnished without charge by the sprinkler installation companies, or by one of the concerns making a business of financing such installations on an installment basis. It is best to add, also, an estimate of the cost of sprinkler leakage insurance."

CONVENTION DATES

June 9-10—Texas Agents, Dallas.
June 13-15—Southeastern Underwriters Association, Briar Cliff, N. Y.
June 22-23—Ohio Local Agents, Cleveland.
June 16-17—Kentucky Field Men, Crab Orchard Springs.
June 17-18—Georgia Agents, Tybee Island.
June 21—Arkansas Association of Insurance Agents, Little Rock.
June 21-22—West Virginia Agents, Bluefield.
June 21-22—Dakota Field Men, Alexandria, Minn.
June 21-22—Mississippi Agents, Gulfport.
June 21-23—New England Agents, Poland Springs, Me.
June 21-22—Wisconsin Field Clubs, Delavan.
June 22-23—Minnesota Field Men, Alexandria.
May 25-26—South Carolina Agents, Charleston.
June 21-22—Indiana Field Men, Lake Wawasee.
June 23-29—Kentucky Agents, Lexington.
June 23-29—Illinois State Board, Delavan, Wis.
June 29-30—Illinois Field Club, Nipewauke.
June 29-30—Michigan Field Men, Gratiot Inn.
July 5-7—Ohio Field Men, Cedar Point.
July 14-15—Iowa Field Men, Lake Okoboji.
Aug. 11-12—Wisconsin Agents, Milwaukee.

Aug. 25-26—Pennsylvania Agents, Reading.

Sept. 12-14—International Claim Association, Toronto.

Sept. 14-15—Iowa Agents, Waterloo.

Sept. 15-17—Health & Accident Underwriters Conference, Toronto.

Sept. 26-30—National Safety Congress, Chicago.

Sept. 27-30—Insurance Commissioners, Cincinnati.

Sept. 28-29—Michigan Agents, Battle Creek.

Oct. 4-6—Casualty Conventions, White Sulphur Springs.

Oct. 19-20—National Association of Insurance Agents (annual meeting), New Orleans.

Oct. 25-27—Blue Goose Grand Nest, Dallas.

Family Sentenced for Arson

SPRINGFIELD, MASS., June 7.—Found guilty on ten indictments charging burning real and personal property in Bondsville, Mass., Nov. 19, 1925, with intent to defraud two insurance companies, Sylvester and Victor Kwiatkowski were sentenced to state prison, Mrs. Eva Kwiatkowski was sentenced to the Sherborn reformatory for women, and the 20-year-old daughter, Mary, was placed on probation. The father, Sylvester, aged 65 years, gets six to eight years, and the son, Victor, aged 25 years, gets five to six years.

The couple secured \$5,000 personal property insurance on leased furniture in a city apartment. Later, claiming this had been removed to a farm house purchased in a remote section of Bondsville, the policy was endorsed to that effect. Another policy for \$3,700 was taken out on the farmhouse, while the bank held a policy of \$1,740 on the same property, covering a loan.

AUTO THEFT SITUATION HAS GREATLY IMPROVED

PAST MONTH IS ENCOURAGING

Buick Theft Epidemic at Present Due to Numbering Locks on Outside of Door

There has been a decided improvement in the automobile theft situation within the last month, according to E. L. Rickards, manager of the Western Automobile Underwriters Conference. The first three months of the year thefts increased over last year for the same period. Although the figures are not available for comparison, increased activity of the police in the larger cities has brought desirable results. In Chicago the new chief of police has given a great deal of publicity to the fact that he is going to improve the theft situation. Indications show that he is living up to his word, although it will take two or three months to really show what he is doing. Mr. Rickards is now very optimistic over the outlook.

Same Key Opens All Locks

There is an epidemic of Buick thefts in Chicago and other large cities at the present time. The Buick has the number of the lock on the outside of the door and since the same key opens all the locks on the car the thief needs only to note the number on the outside, pick the key from his string with the corresponding number and he is master of the situation. It is too early to tell whether this will affect the rate on Buicks, as it will not be until the end of the year when the individual experience is figured that the effect will be known.

No Discrimination Against Chrysler

Mr. Rickards denies that the Chrysler is being discriminated against in theft rates. The rates for this year are based on the figures of the 1925 experience. The Chrysler people established group insurance for their new cars and they are now able to present their 1926 experience. They want the companies to base their rates on it but the automobile conferences refuse to do this as the 1926 experience will not be used until the new rates are made for 1928. If they did comply with the Chrysler company's request it would be decidedly unfair to other automobile companies.

Local Board for Kansas City, Kan.

KANSAS CITY, KAN., June 7.—Insurance agents here have formed a local board, with a membership representing probably 80 percent of the business written in that city. H. O. Tinklepaugh of the H. O. Tinklepaugh Insurance Agency was elected president, Russell Benton of Ellis & Benton, vice-president, and Sam Reynolds, Reynolds Insurance Agency, secretary.

The organization was considered temporary, pending another meeting when formal organization will take place. Eighteen agents were present at the first meeting. Kansas City, Kan., has never had a local board, and the particular occasion of the organization was to cooperate with the insurance commissioner in the enforcement of the new insurance code which went into effect on June 1.

The second meeting, at which time formal organization will take place, will be held in two weeks.

Kansas City Blue Goose

KANSAS CITY, MO., June 7.—C. H. Doscher, field secretary of the National Association of Insurance Agents, talked to the Heart of America Blue Goose at its weekly meeting. Mr. Doscher told of the membership campaign which the Missouri Association of Insurance Agents is going to put on this fall, and asked the cooperation of the field men in this undertaking.

Announcement was made as to the picnic of the pond to be held June 14 at Lakewood Country Club. A golf tournament is to be held during the afternoon, followed by dinner and dancing in the evening.



S. O. S.

Not a call for help! During the War, that vast organization which maintained a steady flow of food and ammunition to the fighting units at the front was called the Service of Supplies, for brevity's sake, the S. O. S. Failure to continue that steady stream of supplies could only result in disaster and defeat for the forces on the firing line.

In business the manufacturing plants, warehouses and stores are the S. O. S. for the forces on the sales front. Fire, windstorm, explosion can interrupt or destroy these sources of supply but the result need not be disaster because of the saving grace of insurance.

Be sure that the S. O. S. of your clients has the utmost protection that insurance can give it. Insurance that will replace their buildings and contents; insurance that will meet the continuing expenses until their S. O. S. can function again; insurance that will replace the gains they would have made had their S. O. S. not failed.

**The CONTINENTAL
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AIM TO ISOLATE HOUSE FOR PAINT SPRAYING

FLASH FIRE IS IMMINENT

Process Is Here to Stay and Insurance Engineers Are Attempting to Eliminate the Danger

Following the recent Detroit fire where liquid spray in painting automobile bodies was the cause of a heavy loss, experts have been giving much attention to this hazard. They realize that from a commercial standpoint, the liquid spray process has many advantages. It is here to stay. It is regarded as economical. The gloss and tone put on automobile bodies and furniture are much more satisfactory than by the old process of painting. Those who have gone into the subject say that with this new process coming on eliminating some of the old varnish and paint hazards, the main object should be to isolate the painting department. The insurance people will have to accommodate themselves to the new process but naturally desire the hazards reduced as much as possible.

Gives Gloss to Car

Undoubtedly this form of painting gives a gloss and body to a car that has not been the case in the past. Aside from the volatility of the liquid, it sometimes hardens before it reaches the object painted, it turning into dust. This falls about on the floor or any other place where it can catch. Then some of it may stick to the side of the booth where the spraying is done. The residue is simply solidified gun cotton that is very difficult to get off of walls when it is hardened. Insurance experts are recommending that the walls be greased because it can be scraped off much more readily.

Base Is Gun Cotton

This liquid comes in two forms, the base and the solvent. The base is gun cotton with pigment and gloss solution. The solvent contains benzol and alcoholic products. Where this process is done in a sprinklered plant, if there is a fire there is an immediate flash and so much heat that numerous heads are likely to be opened. The fire may cause so much damage and gain such headway that the sprinkler system may not affect it.

Watching Risks Carefully

Where processes of this kind are used, inspectors are watching risks very carefully. Where garages or paint shops are doing but a limited business there is not much hazard. This process started with the duPont people who, after the war, had a large amount of nitro-cellulose on hand that was used in making gunpowder for the large guns. In experimenting to see how it might be employed the Duco process was discovered. Since that time probably a dozen or 15 other paint spraying processes have been put on the market.

Michigan Hearing Postponed

LANSING, Mich., June 7.—Hearing in the case of the Federal Automobile of Indianapolis, which had been cited by the Michigan department to show cause why its license should not be revoked in this state, has again been postponed, it was announced today by Commissioner Livingston. Exact date for the hearing has not been set. The hearing was originally fixed for May 31, but was deferred until June 7. The reciprocal protested that it could not prepare to make a showing in so short a time.

Western Fire in Union

The Western Fire of Fort Scott, Kan., has been admitted to membership in the Western Union. The members are Ray B. Duboc, president, and W. J. Beggs, vice-president.

CORNELIUS MAKES OBSERVATIONS AS TO BUYING INSURANCE STOCKS

Because of the lively interest that is being shown in insurance stocks these days by the investing public in general as well as by insurance men, the comments of H. W. Cornelius of Charles Sincere & Co. of Chicago on insurance stocks as investments have a current interest. Mr. Cornelius is recognized as one of the outstanding authorities in the middle west on insurance stocks, their values and their prices. He is constantly recommending them to many of his clients who are not in the insurance business and know very little of it. He believes that insurance stocks of all classes have great merit for "the long haul."

Opportunities in Life Stocks

Mr. Cornelius says that there is, of course, a great difference between insurance stocks, and that from an investment standpoint there is not a great deal of similarity between fire, life and casualty stocks. They must all be considered separately. It is Mr. Cornelius' opinion that the greatest opportunities for making money in insurance stocks are to be had in purchasing the shares of small and medium sized life companies. Mr. Cornelius points out that most of the large life companies are on the participating basis and have no capital stock. The stocks of such companies as the Travelers, selling at about \$1,200 a share; Connecticut General, quoted at over \$1,600 a share, and Aetna Life, commanding a price of more than \$590 a share, are out of the reach of the average investor. In addition, the shrewd investor recognizes that the prices have been pushed up in anticipation of what these companies are doing and will do.

Smaller Companies Attractive

On the other hand, the stocks of the smaller and more moderate sized life companies have, until recently, been quite neglected. It is only since life insurance took its great forward movement about 1919, and since which time it has maintained a high level of production, that these stocks have come into their own. Recently in the life insurance field there has been almost an epidemic of consolidations. These mergers have advanced the prices of all of the stocks of the smaller companies in anticipation of possible purchases. In all the reinsurance deals that have been put through, a high price has been paid for stock, with the result that those holding shares in the smaller life companies believe that if their company is sold they will be paid a round figure for their holdings, and this operates to produce a high price on stocks of this character.

Cornelius' Suggestions

Mr. Cornelius says that the advance in price of some of the smaller life company stocks has been almost astonishing, and that today real bargains are scarce. He suggests especially New World Life, Old Line Life, Continental Assurance, Peoria Life, Wisconsin National Life and Abraham Lincoln Life, believing that these shares are due for a rise, and that their future is particularly attractive.

Rules to Follow

Mr. Cornelius points out that there are a few rules to be followed in buying life insurance stocks, and that not all of them are attractive. His opinion is that if a life insurance company is ten years of age and has \$25,000,000 of business in force it has passed the speculative stage, and its stock may be regarded as an investment provided there is honest and reasonably efficient management. Mr. Cornelius states that the nature of the life insurance business is such and the laws governing it are so constructed, as to throw valuable safeguards around the stockholder's investment. The possibilities of an unexpectedly heavy loss ratio are rare, the

mortality table is mathematically sound, the investments must be of a certain prescribed character, and if there is honest and conscientious management a company that has passed the ten-year mark and has \$25,000,000 in force is quite likely to make noticeable progress between its tenth and twentieth years, at which time its stock is most attractive from an investment standpoint, Mr. Cornelius says.

Must Be Seasoned

A life company needs ten years of seasoning. It takes about that much time for it to get properly on its feet, to absorb the losses and the disappointments that come to any new organization, and to gather up a dependable and steadily producing agency force. The stocks of life companies that have been organized in the middle west have sometimes been marketed at the time of their promotion at three or four times par, and yet at the end of ten years may be purchased for par or one and a half or two times par. Mr. Cornelius advises waiting until a company has passed through the speculative or formative stage.

Shares Become Valuable

There are numerous companies in the middle west and south that are from ten to twenty years old and are doing a good business, whose stock is unobtainable no matter how much may be offered for it. Such stocks as the Security Life of Chicago, Continental Assurance, Central Life of Illinois and numerous others simply can not be purchased in the open market irrespective of what price is offered. Those holding such stock recognize that the future must bring them either an outright stock dividend or valuable privileges to purchase new stock at par, and knowing that there is to be some such melon cutting they are disinclined to sell.

Fire Stocks

Mr. Cornelius says that in the fire insurance field, the greatest interest is being shown in the shares of the large eastern companies, which while they have not been able to exhibit impressive underwriting results, have nevertheless a considerable amount of money to invest and are making money on their investments. The newer fire companies do not seem to be attractive to the average investor, although this is not by any means the case with the smaller and younger life and casualty companies. Most investors recognize the menace of the conflagration hazard in connection with fire insurance stocks, and largely for this reason are reluctant to buy anything but the shares of the older and more seasoned institutions.

Change in Attitude

The entire attitude of the fire companies has changed regarding how their stock shall be distributed. Forty or 50 years ago the control of most fire companies rested in large estates, but these blocks of stock have since been broken up and have found their way into the hands of a large number of individual owners. The fire companies recognize the importance of gaining a more favorable public attitude and of having their stock in the hands of as many people as possible. The public utility companies and the railroads some years ago saw the necessity of gaining greater favor with the public and have accomplished much by interesting the average investor in their business and by making them stock owners.

Wider Distribution

A number of fire companies have sold stock to their agents and in some instances the agents have sold the stock to their friends. Most of the larger companies now have some arrangement

OHIO AGENTS ABANDON CRUISE ON LAKE ERIE

CONVENTION AT CLEVELAND

Insurance Board Will Entertain the Members and Guests at Regnatz Country Place at Outing

The Ohio Association of Insurance Agents has been forced to change its arrangements for its annual meeting, owing to the fact that the boat on which a cruise was to have been taken on Lake Erie has been withdrawn. The association members were to have started from the Cleveland docks next Tuesday evening and spend the next three days on the lake. The time has now been changed to June 22-23. The meeting will be held at the Hotel Hollenden in Cleveland. The Cleveland Insurance Board will hold its annual outing the last day of the convention at Regnatz Country Place. All members and visitors will be entertained during the afternoon by the Cleveland Insurance Board and later at dinner Thursday evening. There will be three business sessions, two on June 22 and one on the morning of June 23. The get-together dinner will be held the evening of the first day's meeting. E. J. Bundenthal of Dayton is president of the association, John F. Ankenbauer of Cincinnati, vice-president, and W. H. Tomlinson, secretary.

whereby employees can purchase stock on the partial payment plan. Other companies have arbitrarily reduced the par value of their stock from \$100 to \$10 so as to enable investors of smaller means and employees to secure it. In these various ways the shares have gotten into the hands of the general public, and the companies feel that this will be a beneficial thing to them. The stocks of some fire companies are listed on the New York Stock Exchange and rather generally dealt in.

Predicts Capital Increases

Mr. Cornelius believes that considering the extent and scope of the fire insurance business most of the large fire companies are under capitalized and that within the coming ten years they will take steps to increase their capital, either by declaring stock dividends or giving existing stockholders privileges to purchase the new issue at low prices. As a consequence, the stocks of most of the leading fire companies may be looked upon as good investments, entirely aside from the underwriting earnings which will undoubtedly be improved now that the business has readjusted itself.

Investment Suggestions

Mr. Cornelius suggests as especially good fire insurance stock investments at this time the Insurance Company of North America which, it is rumored, will either enlarge its capital or increase its dividend rate; the National of Hartford, which is expected to add to its capital before long; the American of Newark, which has regularly increased its capital \$500,000 at a time every few years; the Fidelity-Phenix, which is believed to be selling below its real value; the Hartford, which although it had an undesirable underwriting experience last year is in an exceedingly strong position, and the Camden, which is expected to increase its capital \$500,000 either this year or next.

Big Future Seen

In the casualty field the companies are making great advances in the introduction of new forms of coverage, and with the great strides that have been made in recent years it is impossible to predict how far the casualty companies are going to go, so far as new earning power is concerned. The needs for new forms of casualty insurance are being uncovered and emphasized, and whole

(CONTINUED ON PAGE 10)

The "Seven C's" of Commerce

C **CHARACTER** The quality which stands back of reputation when tested over a sufficiently long period. In sixty-eight years the reputation of Commerce for stability, integrity and ethical practice has never wavered.

C **CAPACITY** The power to develop. Commerce has given a striking demonstration of its capacity in the fact that within three years its capital and surplus have more than doubled while its assets and premium income have nearly trebled.

C **CAPITAL** "Wealth employed in, or available for production." Where is wealth more productively employed than in the stabilization of business, the indemnification of loss and the relief from worry effected by Commerce policies.

C **CREDIT** "Influence derived from the good opinion of others." Commerce has received many proofs that it stands high in the esteem of the insurance world and the general public.

C **COURTESY** Habitual consideration for the rights and wishes of other people. Courtesy contributes to the pleasure of business relations and is an outstanding rule of Commerce practice.

C **COOPERATION** Executives who have had practical experience with field problems and a highly trained force of special representatives enable Commerce to render effective cooperation to its local agents.

C **CONFIDENCE** More important than financial resources, more important than personnel, more important even than the scope of its operations, is the immeasurable asset of public confidence which results from many years of *making good*.

CARRY ON WITH COMMERCE

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1859

of GLENS FALLS, NEW YORK

1927

E. W. WEST, Pres.

H. N. DICKINSON, Vice-Pres.

F. M. SMALLEY, Vice-Pres. and Secy.

R. C. CARTER, Treas.

R. S. BUDDY, F. L. COWLES, G. P. CRAWFORD, H. W. KNIGHT, J. A. MAVON, Secretaries

H. W. COWLES, G. S. JAMISON, Asst. Secy.

WILL BE OPERATED BY THE PARENT COMPANY

PACIFIC STATES FIRE MOVES

Company Makes Frank W. Sargeant President and Changes Home Office to Manchester, N. H.

A. H. Averill, president of the Pacific States Fire, is to retire as president of that company and is to be succeeded by Frank W. Sargeant, president of the New Hampshire Fire, which now owns the Pacific States, it was announced in Portland, Ore., last week. The announcement also said that the company's headquarters are to be moved at once to Manchester, N. H. Phil Grossmayer & Co., general agents in Portland, are to handle the business of the Pacific States Fire in Oregon following removal of the offices to Manchester.

Mr. Averill was made president of the Pacific States Fire in March, 1925. Later, under his administration, the company's business was reinsured in the New Hampshire Fire. Within a year of his becoming president, control of the company was sold to the New Hampshire Fire, which is now said to own about 85 per cent of the stock.

Wilson Coudon Dead

Wilson Coudon, deputy insurance commissioner of Maryland, died Sunday from paralysis at his home in Baltimore. Mr. Coudon had been deputy commissioner since 1909.

Forty odd years ago Mr. Coudon was one of the world's celebrated amateur athletes, although he asserted he had never had a day's training in his life. One of his most notable feats was at the Warren Athletic Club games at Wilmington, Del., in May, 1888, when he broke 13 world records in one afternoon. His medals and trophies form a large and valuable collection.

When he was 66 years old Mr. Coudon attended a convention of insurance officials at Seattle. Many of the delegates sought a swimming pool in the city and one or two of the younger men showed considerable pride when they turned a somersault from the diving board. When the white-haired man started to climb the ladder they smiled, but when he ascended to the highest platform and turned a double somersault, cutting the water with scarcely a splash, the smiles faded in admiration.

Death of R. S. Deatrick

Following funeral services at the home of his father, Claude T. Deatrick, Ohio state agent of the Home of New York, in Columbus, the body of Robert Sayres Deatrick, aged 39, who died in Grant hospital in Columbus, a few days ago, was taken to Defiance, the old family home, where it was interred. For 20 years Mr. Deatrick had been a special agent of the Home of New York in Ohio. While he had not been in good health for some time, Mr. Deatrick had been in the hospital but four or five days when death came.

Mr. Deatrick was graduated from Ohio State University in 1910 and was a member of the Kappa Sigma and Elks. He was a member of Broad Street Presbyterian church, Columbus, the pastor of which, Rev. S. S. Palmer, had charge of the funeral services.

The deceased is survived by his widow, Mrs. Gladys Buck Deatrick, and three sons, Robert 9, William 8 and Chadwick Taylor 4. He also had two sisters.

Vernor to Speak

Among the speakers scheduled for the general session of the third annual Fox River Valley Safety Conference, to be held at Sheboygan, Wis., June 14, are Richard E. Vernor, manager of the fire prevention department of the Western Actuarial Bureau, who will deal with "Fire, a Menace that Never Sleeps," and R. E. Knutson of the Industrial Commission of Wisconsin, who will tell "What Accident Prevention Means."

STATISTICS ARE GIVEN FOR A NUMBER OF CITIES

BOSTON LEADS FOR LOSSES

Has Highest Per Capita Figure of Any Large City N. F. P. A. Statistics Reveal

BOSTON, June 8.—With a per capita fire loss of \$6.59 for 1926, Boston leads the large cities of the country, according to a report issued by the National Fire Protection Association of Boston. The average loss for the eleven largest cities, including Boston, was \$3.48.

A survey of the cities which make up 90 per cent of the population of the Boston metropolitan district shows an extraordinarily high loss, with figures set at \$5.13, the highest for any of the major cities of the country. For the larger cities in this district the losses were: Cambridge, \$5.38; Chelsea, \$7.89; Lynn, \$4.78; Brookline, \$2.74; Everett, \$5.57; Newton, \$2.21, and Quincy, \$2.60. The average loss for the 377 cities of the country of more than 20,000 population was \$3.35.

For the other large cities of the country the losses were \$4.86 for Chicago, which ranks next to Boston, and Buffalo with \$3.84; ranking in third place. New York City had a loss of \$3.66; Pittsburgh, \$3.37; St. Louis, \$3.09; Baltimore, \$3.07; Philadelphia, \$2.93; Detroit, \$2.73; Cleveland, \$2.46 and Los Angeles, \$1.77.

According to the report, Boston for the past six years has suffered the highest loss per person of these major cities and the highest average loss over a period of ten years.

Of the 50 cities of the United States which had a per capita loss of more than \$5 last year, 11 are in New England. It is charged in the report that Haverhill has maintained a loss of more than \$5 per capita for five years, with Boston, Chelsea and Peabody on this "roll of dishonor" four times; Lowell, Gloucester, Everett, Cambridge, Leominster and New London, Conn., three times.

Credit Men in Louisville

LOUISVILLE, June 8.—Four representatives of credit departments of fire insurance companies are in Louisville this week attending the annual meeting of the National Credit Men's Association, including John T. Kerwin of the Queen, Chicago office; S. P. Mackey of the America Fore, New York; Miss J. E. Hunt of the Hartford, Chicago office, and D. C. Campbell, America Fore, Chicago.

St. Paul's New House Organ

"Sparks" is the name of a new house organ being published by the home office staff of the St. Paul Fire & Marine. The first issue appeared a month ago and was so well received that it was decided to make it a permanent publication.

The editorial staff consists of R. H. Sterner, C. H. Pettengill, M. S. Furber and R. H. Bancroft. Reporters are Adolph Voges, Katherine Fink, Mildred Peterson, Gilbert Dickman and Grace Gearin.

Missouri Membership Campaign

KANSAS CITY, MO., June 7.—C. H. Doscher of New York, field secretary of the National Association of Insurance Agents, was in Kansas City this week making arrangements for a membership campaign to be conducted by the Missouri Association of Insurance Agents beginning in September. It is the plan to make a four weeks' campaign, organizing local boards in various towns of the state. Barney Fradenburg, president of the Missouri Association, and Harry A. Hall, secretary of the association, will accompany Mr. Doscher and assist in the organization of local groups and in the membership drive. "At the present time there are 288 members in the Missouri Association of Insurance Agents. The officers expect to add at least 100 members during the membership drive."

CHANGES IN THE FIELD

HOME GROUP MAKES CHANGES

Frank J. McCarthy and Herbert C. Taylor Become Joint Virginia State Agents for Fleet

Frank J. McCarthy, state agent in Virginia for the Home and the City of New York, and Herbert C. Taylor, state agent for the Franklin, Carolina and Homestead in the same territory, became state agents for the entire Home group June 1 under the style of McCarthy & Taylor. At the same time, Hunter M. Gibbons and Edward D. Tupper, hitherto assistants to Mr. McCarthy, became special agents in Virginia for the same group. The purpose of the new arrangement is to avoid duplication of effort and render better and more effective service in the field. Mr. McCarthy has been representing the Home in Virginia since March 4, 1904. Mr. Taylor's connection with its affiliated companies dates from September, 1916.

The New Brunswick, which recently came under control of the Home, will continue under the T. J. Ingram general agency management at Lynchburg, as heretofore, it is announced.

STUYVESANT APPOINTMENTS

Company Names Field Men in a Number of States—Will Develop the Agency Business

Determined to vigorously develop the agency business of the Stuyvesant, F. N. Brown, the company's superintendent of agencies, announces the following field appointments: A. B. Cornell, special agent in Pennsylvania; H. N. Hopcke in New Jersey; F. A. Henry, Jr., to cover Tennessee, Alabama and Kentucky, and C. W. Parmelee as Michigan special agent for the Stuyvesant Underwriters. Messrs. Cornell and Hopcke are graduates of the company's home office, having served as examiners. Mr. Henry comes to the Stuyvesant from the Union of Canton, having been its special agent in Kentucky and Tennessee, previously traveling for the Continental. Mr. Parmelee transfers from the service of the North River Fire, before that in turn having been in the field for the Concordia.

A. H. Langlois

Albert H. Langlois, for some years associated with the New England department of the Niagara Fire, has been advanced to special agent, succeeding D. M. Granger, resigned. Mr. Langlois will be associated with H. H. Plummer, senior field man under Manager C. H. Rice. He is a native of Boston and was formerly in the agencies of Henry J. Ide and Simpson, Campbell & Co.

E. W. Van Buren

E. W. Van Buren has been appointed state agent for western New York with headquarters at Rochester, by the Milwaukee Mechanics. He will succeed J. J. Martin, who resigned recently. Mr. Van Buren formerly was a special agent for the American Central in New York with headquarters at Utica.

J. J. Cane and H. L. Larsen

James J. Cane of Minneapolis, who has been Minnesota state agent of the Norwich Union, will hereafter have both North and South Dakota under his jurisdiction in addition to Minnesota. The company has decided to discontinue the policy of having separate field men for the Dakotas. Henry L. Larsen, who has been North Dakota state agent with headquarters at Fargo, will remove to Minneapolis to become Mr. Cane's assistant.

HERBERT BARR QUILTS FIELD

North America State Agent in Indiana Goes to Local Business—Crist is Successor

Herbert L. Barr will resign on July 1 as Indiana state agent of the North America to become manager of the Gregory & Appel Agency at Indianapolis. Mr. Barr has been state agent of the North America in Indiana since 1919 when he succeeded William H. Riker, who was at that time appointed assistant manager of the western department. Mr. Barr has been with the North America as a field man since



HERBERT L. BARR
Indiana State Agent North America Who Enters Local Agency

1914, beginning in southern Illinois and traveling in Ohio for three years before going to Indiana.

Mr. Barr was chairman of Indiana Insurance Day in January, 1926, and the affair was a big success. He has taken a prominent part in all organization and association work in Indiana.

The Gregory & Appel agency is one of the oldest in Indianapolis. Mr. Gregory retired some years ago and John J. Appel and his son, Fred G., are active in the agency now.

Charles B. Crist, who has been Mr. Barr's right hand man for the past several years, has been appointed state agent to succeed Mr. Barr. Mr. Crist, who is a native of Indiana, began as a local agent at Lawrenceburg, Ind., where he was also a bank cashier. He joined the North America as special agent in Indiana in 1923.

The company's Indiana engineering work which has heretofore been conducted from the Chicago office will July 1 be attached to the Indiana state agency with Engineer William C. Lincoln in charge. Mr. Lincoln has been maintaining his headquarters in Chicago.

C. H. Wilkinson

C. H. Wilkinson, who has been with the Cleveland office of the Ohio Inspection Bureau for four years, has been appointed special agent of the National of Hartford in northeastern Ohio with headquarters at Cleveland. He will assist State Agent Fred G. Bell.

R. L. Martin

R. L. Martin, who has been in the local business at Springfield, Ky., for a number of years, and who has also done some special agency work, has been appointed state agent for Kentucky for the National-Ben Franklin, Mechanics and Concordia. The Concordia has heretofore been looked after by State Agent



1720 1927
LONDON ASSURANCE CORPORATION

U. S. BRANCH

84 William Street - - - New York City

JOHN H. PACKARD, *United States Manager*

EVERETT W. NOURSE, *Asst. Manager*

OVER A HALF CENTURY IN THE UNITED STATES

**A Steady Keel Is Most Appreciated
 when Most Needed**

For over two hundred years the London Assurance has ridden over every difficulty—through every storm—with an ever steady keel.

Over two centuries of faithful service to agents and policyholders is the good old "London Assurance" record. Of its reputation so well earned, it is pardonably proud. Never shall this organization by any word or deed suffer it to be marred.

Closely allied with the London Assurance, sharing in its ideals of service, is the Manhattan Fire & Marine, the running mate of the parent organization. It is as dependable and financially able as the old London Assurance itself.

*Companies of Steady Keel—You will
 enjoy having them in your agency.*

THE MANHATTAN FIRE & MARINE INSURANCE CO.

84 WILLIAM STREET - - NEW YORK CITY

John H. Packard, *President*

Everett W. Nourse,
Vice-President
 Frederick A. Johnston
Secretary

J. M. Mendell,
Vice-President
 Wm. Schaefer,
Asst. Secretary



A Business Combination

Together [with Insurance Agents we render to any assured a combination of service that cannot be excelled. For when a man knows to a dollar what his property is worth and how much insurance he needs; it is a much simpler matter to sell him the proper protection in a logical manner, than to attempt it in any other way Insist on a Lloyd-Thomas * Appraisal.

"WHAT IS AN APPRAISAL?—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials). Each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

"ITS ADVANTAGES—1st—It discovers insurable values that have long been written off the books through unscientific depreciation—2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance."

The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES

APPRAISAL ENGINEERS

4411 Ravenswood Ave., Chicago
120 Broadway, New York

Cincinnati
St. Louis
Denver
Washington

Cleveland
Milwaukee
Toronto
Los Angeles

Detroit
Pittsburgh
Minneapolis
Atlanta

Indianapolis
Memphis
Kansas City
Des Moines

1889

JOHN H. GRIFFIN, President

1927

NORTHWESTERN

FIRE AND MARINE INSURANCE COMPANY
MINNEAPOLIS, MINNESOTA

Isn't it worth while

To know that you have a company in your agency that has the facilities and desire to serve you completely and satisfactorily?

Fire Tornado Lightning Automobile Hail Rents Use and Occupancy

Ross A. Moore, who handled Indiana and Kentucky, and who will hereafter confine his activities to Indiana only. The National-Ben Franklin and the Mechanics have heretofore been supervised by State Agent Charles H. Gorcham, who has been with the Firemen's group for a number of years. Mr. Gorcham will continue his supervision as state agent for the Firemen's, Girard, Superior and Capital.

Baldwin C. Wuersch

Baldwin C. Wuersch is appointed state agent of the Travelers Fire in the Rocky Mountain field. He succeeds M. Robert Olp, who is being transferred to Detroit as state agent for Michigan. Mr. Wuersch's first insurance experience was with the Kentucky Actuarial Bureau, with which he remained from 1918 until November, 1921, at which time he was transferred to the Mountain States Inspection Bureau. On Dec. 31, 1922, he resigned this position to go with Standard & Main, general agents in Denver.

L. E. Beers

L. E. Beers, of Green Bay, Wis., has been appointed state agent for the Iroquois Fire of Peoria, Ill., for the southern half of the state and fifteen counties in northern Illinois. Mr. Beers was formerly special agent of the Hudson and Svea.

Fred M. Bortle

Fred M. Bortle, who for the last nine years has been connected with the Detroit office of the Michigan Inspection Bureau, has been made district and special agent and engineer of the North

British & Mercantile. His headquarters are at 422 West Fort street, Detroit. He will devote his entire time to Detroit and Wayne county.

R. E. Schramm

Richard E. Schramm, field supervisor of the Tokio and the Standard for several middle western states with headquarters in Chicago, has resigned as of July 1 and will announce a new connection shortly. G. Z. Day, assistant general agent of the Tokio, was in Chicago this week arranging the details of Mr. Schramm's resignation and will be in Chicago again in another month to arrange for a successor.

Bernard Alabeck

Bernard Alabeck has been appointed special agent of the Milwaukee Mechanics in Ohio. He goes to the state from an examiner's desk at the home office. Mr. Alabeck was elected a member of the Ohio Bureau field men's organization Tuesday.

E. M. Liljeblad

Edward M. Liljeblad, of Columbus, special agent of the National Fire of Hartford in Ohio, has resigned.

John Bauer and F. B. White

John Bauer, Illinois state agent for the Royal Exchange, will hereafter handle the State Assurance of Liverpool in the same territory as well, while St. Louis county, Mo., for the State has been added to the territory already supervised for the Royal Exchange by F. B. White.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

WESTCHESTER STOCK ADVANCES

The management of the Westchester Fire is wholly at a loss to account for the recent activity in the stock of the company, over 800 shares of which changed hands within two weeks, advancing the price from \$43 to \$50 a share. The purchasers proved to be individual investors buying each in modest amounts. While the company has experienced a prosperous period thus far in 1927, there has been no hint of a special dividend or other development that would warrant a sharp increase in its share values at this time, other than the confidence the investing public apparently feels in the management. The par value of Westchester stock is \$10. Its capital is \$1,500,000.

PROMOTE BROOKLYN COMPANY

Real estate men and several local agents of Brooklyn are promoting the Brooklyn National Fire, for which a capital of \$1,000,000 with a net surplus of \$500,000 and a special reserve of like amount is proposed. Years ago Brooklyn boasted a number of independent fire insurance companies, the most important of the number being the old Phenix, which later was merged with the Fidelity of New York City and is now part of the America Fore group.

PROBE ARSON CHARGES

The Westchester (N. Y.) grand jury is investigating an alleged arson ring said to have been operating in New York, Chicago, Detroit and other cities, and one indictment is reputed to have been returned already. As attorney for several fire companies, Sydney A. Syme of Yonkers is seeking to have set aside a verdict for \$92,000 recently awarded the Yonkers Fur Dressing Company for the loss of its plant on Feb. 19, 1926. John Z. Stockey, according to the attorney, is credited with having admitted he fired the property for a \$2,000 fee.

SIMILARITY OF NAMES CONFUSING

Following the receivership of the Manufacturers Liability of Jersey City, N. J., many people have jumped to the

conclusion that that company was related to the Manufacturers Fire of New Jersey. There is no connection whatever between the two companies, however. The home office of the Manufacturers Fire is at Red Bank, N. J., and there is no connection of any kind between the two companies in stock ownership, officials, business connections or management. The Manufacturers Fire was started in 1849.

The New Jersey Manufacturers Casualty of Trenton is also calling attention through advertisements that it is not connected with the Manufacturers' Liability.

CENTRAL BUREAU TO ACT

According to the announcement of Manager Benjamin R. Mowry, the Central Bureau of this city will take drastic action to correct the evils of uncollected earned premiums and placing of speculative policies on fire insurance business in this territory. In the seven months' operation of the bureau, ample data has been collected from sworn statements of the companies and agencies to afford basis for action against notorious violators of the anti-discrimination and anti-rebate laws. According to information taken from the sworn reports, uncollected earned premiums show an average of about 8,500 items per month. The plan is to take action towards demanding an accounting from the most flagrant violators. Superintendent Beha has advised the Central Bureau that in view of the information now available, the department is ready to undertake the stamping out of the abuses.

The New York department has sent to the bureau a form letter which it is to send to brokers in reference to all uncollected items and another form letter to be sent to all brokers whose records show any considerable number of items, regardless of amounts. The department has instructed the bureau that in cases where unsatisfactory results are achieved, it is to report the name of the broker with all details to the department for special investigation.

A plan is also being considered for handling cases where the bureau records

indicate deliberate effort to procure free insurance by cancelling policies as not wanted and replacing them by policies in other companies. Superintendent Beha may provide for the cancellation of licenses of brokers who have systematically resorted to this practice, as well as warning others not to repeat.

* * *

AGRICULTURAL TO DOUBLE CAPITAL

The board of directors of the Agricultural of Watertown has voted to recommend to the stockholders that the company's capital be increased from \$1,000,000 to \$2,000,000 by a stock dividend of \$500,000 and the sale of \$500,000 of new stock. The annual statement of the Agricultural as of Dec. 31, 1926, showed a net surplus of \$2,433,475 in addition to a contingent reserve of \$500,000. Thus it is seen that the transfer of \$500,000 to the capital account would still leave a good surplus. The company made its last increase in capital in 1920 by a stock dividend of \$500,000. The Agricultural was founded in 1853 and is a splendid institution operating under capable management.

* * *

EARTHQUAKE RATES DISCUSSED

Last week a group of fire company executives held an informal meeting here to discuss the matter of earthquake rates in California, but took no definite action toward raising rates. Recently a considerable advance upward was promulgated in California and caused general protest. Californians want earthquake protection but do not want to pay the price for it that the companies feel they should have.

At the meeting the question of earthquake rates for eastern states also came up. Some of the executives favored increasing these rates. Most of the executives feel that the amount of premiums collected does not justify the companies assuming the liability the premiums represent. However, no action was taken on this matter either.

GENERAL FIREPROOFING PLANS AN EXTENSION

Despite the fact that only a few months ago the General Fireproofing Company, of Youngstown, O., increased the productive capacity of its plant 40 per cent by utilizing the buildings formerly used for the manufacture of expanded metal building products, announcement is made of a further plant extension by General Fireproofing.

The ready acceptance by business men of the country of the steel desk which has been engineered so that it can be sold on a competitive basis with high grade wood desks has increased the demand for this product to a point where production capacity is now being increased 50 per cent by the erection of a new building to be devoted entirely to the assembling and crating of the G. F. line of steel desks. This action is in line with the company's determined policy to leave no stone unturned to render prompt service.

That the expansion policy was well founded is shown by the announcement that May business exceeded that of any other one month in the history of the company.

Shirley E. Moissant Outing

A large crowd of company officials, managers, field men, local agents and insurance organization people assembled Tuesday of this week at Kankakee, Ill., it being the annual outing pulled off by Shirley E. Moissant, secretary, Illinois Association of Insurance Agents. There were over 100 participants. There was a golf tournament held during the day which was highly successful. Mr. Moissant had lunch served at noon and gave a sumptuous dinner at the golf club in the evening.

Burt C. Minor, northwest sales manager of the National Cash Register Co., addressed the Insurance Club of Minneapolis at its regular meeting June 7. His subject was "Salesmanship."

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

NEAL BASSETT, President
A. H. HASSINGER, Vice-President and Secretary

JOHN KAY, Vice-President and Treasurer
WELLS T. BASSETT, Vice-President and Secretary

JANUARY 1ST, 1927, STATEMENTS

ORGANIZED 1855 FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ASSETS	CAPITAL	LIABILITIES	NET SURPLUS	SURPLUS POLICYHOLDERS
\$27,602,649.57	\$5,000,000.00	\$17,796,927.66	\$4,805,721.91	\$9,805,721.91

ORGANIZED 1853 THE GIRARD F. & M. INSURANCE CO. OF PHILADELPHIA, PA.

\$5,648,862.17	\$1,000,000.00	\$2,938,563.59	\$1,710,298.58	\$2,710,298.58
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ORGANIZED 1854 MECHANICS INSURANCE CO. OF PHILADELPHIA, PA.

\$4,452,703.00	\$600,000.00	\$2,748,734.22	\$1,103,968.78	\$1,703,968.78
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ORGANIZED 1866 NATIONAL-BEN FRANKLIN FIRE INS. CO. OF PITTSBURGH, PA.

\$4,725,350.94	\$1,000,000.00	\$2,702,814.94	\$1,022,536.00	\$2,022,536.00
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ORGANIZED 1871 SUPERIOR FIRE INSURANCE CO. OF PITTSBURGH, PA.

\$4,600,981.46	\$1,000,000.00	\$2,598,996.65	\$1,001,984.81	\$2,001,984.81
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ORGANIZED 1879 CONCORDIA FIRE INSURANCE CO. OF MILWAUKEE, WIS.

\$5,261,240.09	\$1,000,000.00	\$2,942,034.49	\$1,319,205.60	\$2,319,205.60
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ORGANIZED 1886 CAPITAL FIRE INSURANCE CO. OF CONCORD, N. H.

\$724,764.95	\$300,000.00	\$733.34	\$424,031.61	\$ 724,031.61
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TOTAL ASSETS \$53,016,552.18	TOTAL LIABILITIES \$31,728,804.89	TOTAL NET PREMIUMS \$25,001,307.09
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HOME OFFICES
PHILADELPHIA, Pa. NEWARK, NEW JERSEY
CONCORD, N. H. MILWAUKEE, WIS. PITTSBURGH, PA.

DEPARTMENT OFFICES

CHICAGO, ILLINOIS
Western Department
844 Rush Street
HERBERT A. CLARK, Manager

SAN FRANCISCO, CAL.
Pacific Department
60 Sansome Street
W. W. & E. G. POTTER, Managers

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL



NEW ORLEANS'
New St. Charles

To better serve our many friends and patrons over \$300,000.00 has been expended in reconstruction and rehabilitation to maintain this famous hostelry as

One of America's Leading Hotels

The large well ventilated high ceiling rooms have been retained and modernized

ACCOMMODATING OVER 1000 GUESTS
Send for Descriptive Hotel Folder.
Illustrated Mardi-Gras Program for the asking

ALFRED S. AMER AND CO., Ltd.
NEW ORLEANS, LA.

Ticket Offices of all Transportation Lines in lobby

A Dependable Company

Agricultural
Insurance Company
of Watertown, N. Y.

AS SEEN FROM CHICAGO

SALVAGE STORM DAMAGED GOODS

The Underwriters Salvage Company of Chicago seldom has a call to take over merchandise that has been damaged by a windstorm. However, it now has on hand department store stocks that were badly damaged at Poplar Bluff, Mo., in the recent hurricane. The roof was blown off the building and the goods were pretty fairly drenched with water. Manager W. P. Forbush of the salvage company states that although the mercantile buildings in the business districts were fairly well constructed, the damage was heavy because the roofs were torn off and windows blown in. Assistant Manager H. F. Colbrunn visited Poplar Bluffs to look over the stock. Recently Roy Manning of the salvage company has been there superintending the packing up and crating of the goods.

The Underwriters Salvage Company had a large number of stocks brought in last summer and the rush kept up until the first of November. Following that the merchandise fires seemingly shut down materially. The Sal-

vage Company therefore was able to catch up and handle the heavy stocks that it had on hand. Since November 1, the calls have been very light. There is a keen demand for salvage stocks, especially in communities where people desire a good line of goods at reasonable prices. This is possible where salvaged merchandise can be purchased. During the winter months the insurance companies experienced the same proportionate light run of losses. Manager Forbush of the salvage company believes that in many cases merchants are borrowers at banks and their fire insurance policies are up as collateral. In almost all cases there is not any great equity in the stock. Therefore, there is no incentive to try to cash in.

Manager Forbush and Treasurer W. R. Townley recently visited New York to look over the new plant of the salvage company there. The Underwriters Salvage Company of Chicago will perhaps start its building on its own ground next year, as its present lease at 771 West Jackson boulevard will expire next year.

GARDNER AGAIN IN RACE

H. P. Gardner, formerly of Bloomington, Ill., who conducted a large farm general agency, is returning to the farm business, having been appointed general agent of the Iowa State of Keokuk for Illinois. The Iowa State has a large farm plant in Iowa and Missouri. Mr. Gardner for the last two years has been a broker in Chicago, first associated with Marsh & McLennan and later Fred S. James & Co. His last general agency for farm business was with the Westchester.

MANY HAIL STORMS OCCUR

Companies writing hail insurance on growing crops have received claims from a number of hail storms that have hit Nebraska and Kansas. In Texas and Oklahoma the premiums did not reach normal this year. The drouth hit the western part of Kansas and companies immediately saw the complications that would arise in a settlement if a hailstorm struck that section. One large company cancelled all its policies in part of western Kansas, anticipating the difficulties that would arise in case of a storm. The wheat crop is already badly damaged by the drouth. The freakish weather has been favorable to hail.

NOLAN STILL AT HOME

W. J. Nolan of Chicago, western supervisor for the Pacific Fire, Bankers & Shippers and New Jersey who was seriously injured in a taxicab accident in Lincoln park, Chicago, Dec. 23, is just able to get around with crutches. He is still confined to his home but can navigate a couple of blocks now and then. Mr. Nolan sustained a severe fracture of his leg and was otherwise injured. He has borne his affliction with real heroism.

GRADUATED FIFTY YEARS AGO

Frank A. Early, well-known Chicago broker, now connected with the office of Fred S. James & Co., and a pioneer member of the Chicago Board, is a member of the class which will celebrate the 50th anniversary of its graduation from Northwestern University at the commencement exercises to be held in Evanston next week.

GOODWILLIE IS HONORED

The associates of George L. W. Goodwillie in the Western Factory at Chicago are congratulating him this week on the 30th anniversary of his connection with that organization. Mr. Goodwillie joined the association June 10, 1897, and has been continuously connected with the engineering department and engaged in the inspection of high valued risks throughout the territory.

Mr. Goodwillie's coworkers presented him with a suitable remembrance on the occasion. He was the recipient of a handsome diamond studded Shrine pin from the association at the time of his 25th anniversary.

INSURANCE STOCK QUOTATIONS

H. W. Cornelius of Charles Sincere & Co., the Chicago investment house, quotes the following insurance stock quotations for western companies:

Stock	Par	Bid	Asked	Dividend Per Share
Abraham Lin. Life..	20	30	35	5
Agricultural Life...	50	48	..	..
American Bankers..	\$1.56 1/4	75c	1 1/4	..
Amer. Drug. Fire...	25	74	80	12
Central Life, Ill...	20	44	50	8
Central States Life..	5	20	..	17
Chicago Fire & Mar.	10	11	15	..
Chicago Nat. Life...	10	20	..	..
Columbian Nat. Fire	25	15	20	..
Conserv. Life, Ind...	10	5	..	..
Continental Assur...	10	60	..	16
Continental Cas...	10	50	55	16
Continental Life, Mo.	10	32	38	10
Detroit Life.....	50	..	..	8
Detroit Nat. Fire...	25	20	24	4
Des Moines L. & An.	10	7	8 1/2	..
Dubuque Fire & M.	100	..	..	20
Farmers Nat. Life...	5	16	20	..
Federal Surety.....	100	85	100	(Old Stock)
Grange Life.....	50	..	..	12
Great Lakes Fire...	10	12	14	..
Illinois Fire.....	100	125	..	10
International Life..	25	68	73	12
Inter-Southern Life.	1	2	3	6
Interstate Fire...	25	18	22	4
Iowa National Fire.	100	120	130	8
Iroquois Fire.....	50	40	60	..
Metropolitan Fire..	10	9	11	10
Milwaukee Mech...	10	36	38	18
Missouri State Life.	10	77	79	12
National Casualty..	10	33 1/2	..	..
New Century Cas...	50	85	95	8
North American Life	50	170	180	20
Northern States Life	10	12	..	8
Northw. Nat. (Wis.)	10	80	..	30
New World Life...	10	13	14	8
Ohio National Life..	10	38	..	..
Old Colony Life...	10	..	..	6
Old Line Life.....	10	32	35	15
Peoria Life.....	10	40	..	15
Pioneer Fire Ins...	20	20	..	..
Security Life, Amer.	10	12	..	10
Southern Surety...	100	..	..	16
St. Paul Fire & Mar.	25	130	..	14.4
Union Central Life.	20	..	..	8
Western Union Life.	100	145	..	8
Wisconsin Nat. Life.	10	14	..	8

FRED D. SILBER TO SPEAK

Fred D. Silber, member of the law firm of Silber, Isaacs, Silber & Woley, Chicago, and general counsel for the Western Insurance Bureau, is to address the Samuel Heifetz agency of the Mutual Life of New York in Chicago, June 20. His subject will be of interest to the agents and heavy attendance is expected.

BLUE GOOSE MEETS MONDAY

The annual meeting of the Illinois Blue Goose will be held in the Chicago Board rooms next Monday at 1:30 o'clock.

HAYDEN ACTING SECRETARY

Chester M. Hayden of the Glen Falls has been appointed acting secretary of the Cook County Field Club by the executive committee. D. F. Spencer, who has been secretary, has resigned.

WALLER TO VISIT WEST

Arthur Waller, assistant United States manager of the Royal Exchange, will shortly visit the company's agencies at Chicago and Milwaukee. He has long handled the western business of the corporation and likes to keep in close touch with the field.

LOONEY GOES ABROAD

M. D. Looney, superintendent of the loss department of the Chicago office of the Hartford Fire and formerly state agent for the Hartford in Missouri, sailed from New York on Saturday for Liverpool. He intends to spend about 60 days abroad, visiting the Isle of Man, England, Scotland, Belgium and Germany. Mr. and Mrs. Looney went from Chicago to Lafayette, Pa., where their son graduated from Lafayette University. He joined them there for the trip abroad.

GOLFERS HAVING BIG SEASON

Western department officials in Chicago and Illinois field men are having difficulty finding time to attend all the

golf tournaments to which they are invited by local agents in various parts of the state. Two weeks ago a tournament was held at Sterling. On June 7 one was held at Kankakee. Others to be held soon are Moline, June 11; Savannah, June 16; LaSalle, June 23.

FOLONIE OFF FOR EUROPE

R. J. Fologie, member of the Chicago insurance law firm of Hicks & Fologie, sailed from New York this week with his wife for a two months' tour of Europe. This will be Mr. Fologie's first vacation in about seven years.

CARLISLE A GRANDFATHER

Henry Watterson Carlisle, of Marsh & McLennan of Chicago, has just qualified for the membership in the Cook County Association of Conglomerated & Contaminated Grandfathers. Mr. Carlisle is one of the veteran insurance men of the city and has a wide acquaintance. He marches into the limelight due to a granddaughter, Jean Louise, born to the wife of his son, Edward Grafton Carlisle. Edward Grafton Carlisle, however, should not be confused with the assistant western manager of the Springfield, Edward Grafton Carlisle, who is a brother of H. W. Carlisle. Report had it that the Springfield Carlisle was attempting to masquerade as the son of H. W.

GOLF TOURNAMENT SCHEDULED

Moore, Case, Lyman & Hubbard, of Chicago, will hold their golf tournament for brokers and company officers at the Big Foot Country Club, Lake Geneva, Wis., June 14. Response to invitations to participate has been gratifying and it is expected between 75 and 100 insurance men will be on the green.

J. L. HINCKLEY WED

J. L. Hinckley, adjuster in the Thomas T. North adjustment company office, Chicago, joined the Happy-though-Married club last Thursday evening when he was wed to Miss Marie Kahler. Mr. Hinckley, who has been with the North office since Nov. 1, 1926, served in the British Royal Air Service from 1915 until the close of the World War and still holds a reserve officer's commission in the service. During service he fell 2,000 feet in a plane.

MISS LUSK IS MODEL

Miss Lillian Lusk, 16-year-old daughter of A. O. Lusk, well-known Chicago insurance accountant and auditor, has come into prominence recently, as she has been the model for several important paintings that have been done by Irma Reisner of Wilmette, Ill.

W. P. FERGUSON DEAD

W. P. Ferguson, who for 30 years was in the Chicago office of the Northwestern National Fire as counterman, died at his home last week. For the last three years Mr. Ferguson had been on a pension.

RAY ON EASTERN TRIP

O. W. Ray, formerly superintendent of rating for the Chicago Board, who is now retired on a pension and making his home at Racine, Wis., was in Chicago this week on his way to Williams College to attend the 49th anniversary of his graduation from that institution. Mr. Ray also graduated from the University of Wisconsin the following year and will take part in the semi-centennial celebration there next year.

MISS RICH IS HONORED

Miss Betty Rich of Evanston, Ill., daughter of Mr. and Mrs. Clarence J. Rich, has been chosen by the senior class of Northwestern University, of which she is a member, as the most popular girl of those who are to receive their diplomas this month. Miss Rich is a member of Alpha Phi sorority and has been very active on the campus during her college career. She was general manager of the show put on by the Woman's Athletic Association of the

OPPORTUNITIES

This column serves as a market place where insurance wants may be made known to thousands of interested insurance men. Advertisements which are received before 9:00 A. M. Wednesday are inserted in the current issue. "Opportunities" advertisements are \$5.00 an inch for one insertion.

The National Underwriter
Chicago

SPECIAL AGENT WANTED for Kansas. Auto specialty company and fire company. Small salary to start but agreed increase for every \$1,000 increase in premiums. Single man preferred. Address B-10 Care The National Underwriter.

Wanted: A position as Special Agent in Indiana or adjoining states—Indiana or Kentucky preferred—by an experienced Surety, Casualty and Fire Insurance Agent, 10 years experience. Employed at present. Capable of handling a Branch office. Best of references. Address B-7 Care The National Underwriter.

WANTED

Counterman. Fire Insurance experience necessary. Good opportunity for advancement. Beard Insurance Agency, 516 Insurance Exchange Bldg., Chicago, Ill.

FOR SALE

General Insurance Agency in Dayton, Ohio, doing nice volume of fire and casualty business. Price right. Address B-14, Care The National Underwriter.

SANBORN MAPS FOR SALE

We have for sale at very attractive prices Sanborn maps for the important cities in the following states: Bound Volumes—Illinois, Michigan, Minnesota, Ohio, Oklahoma, Tennessee, Wisconsin, Indiana, and Kentucky.

Sheet maps—Indiana, Michigan, Illinois, North Dakota, South Dakota, Oklahoma, Kentucky, Tennessee and Minnesota.

We have ten all steel map cases for sale at a bargain price. The maps and cases can be seen at our office at any time.

Union Insurance Society of Canton
2037 Insurance Exchange Chicago

university this year. Mr. Rich, as is well known, is general manager of the Underwriters Adjusting Company.

CLASS NAMED FOR BRIGGS

Nelson E. Briggs, former Illinois state agent of the North British & Mercantile, who is now retired from business, was honored on his 84th birthday anniversary by the Nelson E. Briggs Chapter No. 77, Order of Builders, which is associated with the Masonic order. A class of 50 boys, known as the "Nelson E. Briggs 85th anniversary class," was initiated. It was the largest ever taken in at one time in the chapter of the Builders. The combined lodge and chapter attendance at La Grange, Ill., was 400. Mr. Briggs gave a talk which was well received.

Willard H. Love, Chicago manager of the Indemnity of America of St. Louis, is radiating sunshine and handing out silver coated cigars on account of a brand new boy that has arrived at his home, the second boy in his family.

The **Illinois Blue Goose** has contributed \$200 to the relief of flood victims in the Mississippi Valley.

General Manager **C. H. Falloon** from the head office of the Atlas Assurance in London is visiting the western department in Chicago this week en route east from the Pacific coast.

Alfred Stinson, vice-president of the Automobile of Hartford, was in Chicago last week.

G. Z. Day, assistant general agent of the Tokio Marine & Fire, was in Chicago this week.

CORNELIUS COMMENTS ON INSURANCE STOCKS (CONTINUED FROM PAGE 12)

new avenues for premium receipts being opened up.

Favors Surety Companies

Mr. Cornelius believes that the casualty companies specializing in the production of surety bond business are likely to show more of a profit than the general casualty writing companies which are attracting to themselves the more hazardous classes of casualty risks. The surety underwriter accepts business on the theory that there is to be no loss, whereas in writing the average casualty risk the underwriter anticipates that a loss is quite probable. The companies having a heavy volume of surety business on their books show a total loss ratio that is rather more favorable than that of the companies which specialize more in the writing of the general casualty lines. As a consequence, Mr. Cornelius believes that the companies specializing in surety business will give a better account of themselves to the stockholders than the general writing casualty companies which do not do a good volume of surety business. Mr. Cornelius suggests as good casualty company buys the Continental Casualty, New Amsterdam Casualty, Commercial Casualty, Standard Accident, Fidelity & Deposit, United States Fidelity & Guaranty, National Surety and American Surety.

Bad Loss at Montgomery

There was a serious fire at Montgomery, Ala., Saturday which did damage estimated at \$1,000,000. The fire started in a small frame junk building in the middle of the block. A strong wind drove the fire into the rear building. There were a dozen or more concerns burned out. In an unfortunate attempt to dynamite a building to stay the progress of the fire all window panes in the radius of a block or so were shattered.

Fire Prevention Week

The National Fire Protection Association is urging insurance people to make preliminary plans for fire prevention week Oct. 9-15. Special effort will be made to arouse new interest for this year.

You Can Be Just as "Lucky" as "Lucky" Lindbergh!

! FREE ! Two of these ! Valuable ! ! Bulletins !

Just check off the two that most interest you and fill out coupon

1. Advertising by an Agent.
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12. Automobile Garage Liability and Property Damage Insurance.
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14. Insurance Rates.
15. Leasehold Insurance.

They call him "Lucky" Lindbergh, but before Lindy left New York soil he had prepared for every contingency likely to arise on his epoch making trip—he had planned carefully his route—he had figured carefully the amount of oil and gas he would need and he knew beyond a shadow of a doubt that his plane was mechanically ready for the "hop."

Lindy Was Lucky Because He Knew

That is all there is to being lucky—just knowing your task, yourself and your equipment.

In selling insurance the lucky man is the man who knows and knows and knows.

Start your "lucky" way today—send in the coupon below—now—before you forget—why take a chance with luck?

THIS SERVICE WILL SHOW YOU THE WAY TO LUCK!

How? By giving you every ten days the latest and most valuable information on some phase or line of insurance.

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Then the Insurance Producers Bulletin is exactly what you are looking for.

No frills about this service. No long

winded dissertations. No impossible theory. Just one page printed on both sides in large readable type of common sense selling material and information. You've got ten minutes a day to give to wising up on your own business, haven't you? Especially when it means dollars and cents to you!

INSURANCE PRODUCERS BULLETIN.
Gentlemen: I do not want to take a chance with luck so you may immediately enter my order for one year's service to the Bulletin, including issue fee of \$5.00, folder indexed for future use for which I enclose my check for \$5.00. Let us... No... Without obligation on No... Name... Address... City... State...

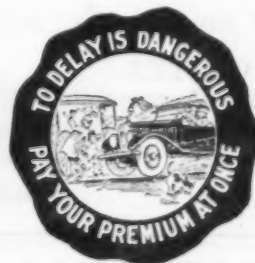
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One of your greatest difficulties is the collection of premiums. These stickers are bringing results for some of the largest agencies in the country and will do the same for you.

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Reduce your collection expense, THEY PULL without offense.

Printed on bright red gummed paper, the exact size of cuts shown.



500 assorted stickers to each package. \$5. How many packs?

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**"Don't
Grobe in the DARK"**

(American Eveready Works)

It's dangerous business.
So many unexpected things can and do happen.

For instance—there's the man who was groping along in the dark about his insurance—and he saw the light in the glow of a fire that left him uninsured.

Agents will do well to advise their clients about this groping in the dark business and offer advice in the light of their insurance knowledge as to the right amount and kind of insurance necessary to safety. It is also well to shed a kindly beam on the advisability of being insured in a strong financially sound company

But above all things don't let your clients—"grobe in the dark".



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SOME RECENT COURT DECISIONS IN THE FIELD OF FIRE UNDERWRITING

Insurance Company Held Bound by Act of Former Agent in Consenting to Assignment of Policy.—In *Globe & Rutgers vs. Porter*, court of appeals of Kentucky, 291 S. W. 6, the company was represented by one Reynolds at Pikeville, Ky. Reynolds issued a fire policy to one White covering a dwelling house. Thereafter White sold the property to one Steel, and the latter conveyed it to one Porter. The insurance covering the property was assigned in each of the above transactions, and the assignment was countersigned by Reynolds as agent of the insurance company.

Following this the property was destroyed by fire, and the company denied liability on the ground that at the time of the last assignment Reynolds had ceased to be its agent. None of the parties to the above transaction had, however, been given notice that Reynolds was no longer the agent of the insurance company, and there was some discrepancy in the testimony of Reynolds and the insurance company as to just when his authority to act as agent had ceased. The evidence did show Reynolds acted in entire good faith and at the time he approved the assignments thought he was acting for the insurance company.

Company Bound by Agent's Acts

The lower court rendered a judgment in favor of the plaintiff. On appeal the higher court in reviewing the record, and in affirming this judgment, said:

"It is admitted that the insurance company did not give notice to the policyholders within the territory that Reynolds had been discharged, and it is admitted that the insurance company did not give public notice of any kind of the discharge of Reynolds as its agent. It is the general rule that where a third person transacts business with one holding himself out as an agent, although the agency has been terminated, the former principal is bound unless public notice was given that the agent had been discharged or unless knowledge is brought home to the third party in some way of the termination of the agency."

Action on Fire Policy Not Brought Within Time Provided in Policy Held Properly Dismissed.—In *Welch vs. Phoenix Assurance*, supreme court of North Carolina, 136 S. E. 117, the company issued a policy which provided that no action would be brought unless commenced within 12 months after the fire. A loss occurred, and the company denied liability. After the expiration of more than 12 months from the date of the fire the insured brought action to recover. And in an attempt to avoid the stipulation in the policy as to the time for bringing suit, the plaintiff contended that the denial of liability on the part of the company waived the provision of the policy pertaining to the filing of suit. The trial court dismissed the plaintiff's action. On appeal the higher court in affirming this judgment, said:

"Plaintiff's contention that defendant had waived the provision in the policy limiting the time within which an action must be commenced can not be sustained. Neither denial of liability nor refusal to pay the loss is a waiver of this provision. * * * There is no evidence of any intent on the part of defendant not to rely upon this provision, or of any conduct on its part which caused plaintiff to delay bringing his action."

"There are other grounds upon which the judgment may well be sustained. Failure of plaintiff, however, to commence the action within 12 months next after the fire, without allegation and proof of waiver or estoppel precluding this defense, is sufficient. The de-

cisions of this court are all to this effect. * * * The judgment is affirmed."

Subrogation.—Held that a fire insurance company, which had paid damages for a fire loss covered by its policy, is subrogated to the rights of the insured to maintain an action against the railroad company for its negligence in setting out the fire which caused the loss. *Royal vs. Atlantic Coast Line*, supreme court North Carolina.

Evidence.—Held that in an action to recover upon a policy insuring a building against loss caused directly by tornado, windstorm and cyclone, and providing that no liability should arise for a loss caused by snowstorm and where the principal question was whether the collapse of the building which had a roof that was nearly flat, was caused by wind or the weight of the snow thereon, witnesses should not be permitted to give their opinions as to whether the collapse and loss were caused by wind or snow since it was not the subject of expert testimony and the opinions were upon the ultimate fact which it was the province of the jury to determine. *Darling vs. Franklin Fire*, supreme court Kansas.

Where the language of a policy is fairly susceptible of making the insurer responsible for the loss or injury, held that it is the duty of the court to so construe it. The provisions of the policy, not excluding all damage to open cotton, are subject to the construction that in the case of loss, the loss must be reduced in proportion as the matured cotton bears to the unmatured. *Potomac vs. Wasley, Ct. of Civil Appeals, Texas, 11th Dist.*

Waiver.—Held that any condition inserted in a policy of insurance for the benefit of the insurer may be waived by it. An insurance agent authorized to waive a forfeiture in a policy may do so orally, though the policy provides that the waiver must be indorsed on the policy. *Connecticut Fire vs. Boydston, Sup. Ct., Ark.*

Meaning of "Additions."—Held that where in the coverage clause it was recited that the policy covered the frame buildings and additions, including the fences, walks and sidewalks located in or around the premises, and under the clause relating to the insurance on the personal property it was recited that all betterments and additions paid for by the assured and contained in the main building and additions thereto were included in the coverage clause, it was held that the word "additions" covered structures not physically attached to the principal building. *Meyerstein vs. Great American, Ct. of Appeals, 1 Dist., Div. 1, Calif.*

Held that breach of the condition of a policy of fire insurance that the policy is void if the insured has not the sole and unconditional title is valid and enforceable by the company without the necessity of disclaiming liability upon notice or knowledge of its infraction, and inaction on its part in this respect is not a waiver thereof. *Smith vs. Natl. Ben Franklin, Sup. Ct., North Carolina.*

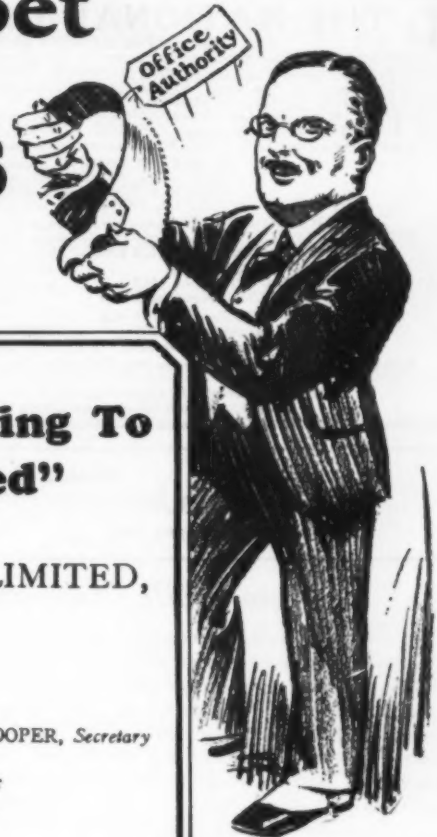
Mutual Convention On

MINNEAPOLIS, June 8.—The Northwestern Association of Mutual Insurance Companies opened a two-day session here Wednesday, with delegates present from five states.

S. H. Scallen of Mitchell, S. D., president of the association, gave his annual address and reports were read by O. M. Thurber, Owatonna, Minn., and H. L. Hjermstad, Red Wing, Minn.



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Automobile Clubs and Insurance

At the forthcoming meeting of the AMERICAN AUTOMOBILE ASSOCIATION in Philadelphia, it is stated a resolution will be presented giving the sanction of the national body to local automobile clubs having insurance adjuncts and stating that such a function is logical and most desirable.

Local agents all over the country should be aroused to the importance of fighting this sinister movement. It originates in a strong coterie in the AMERICAN AUTOMOBILE ASSOCIATION that is using local automobile clubs for self-aggrandizement through the operation of reciprocals or other insurance schemes. Insurance offers an easy opportunity for exploiters in these clubs to edge in on the insurance business and compete with local agents. These insurance exploiters endeavor to show the automobile club that an insurance adjunct will greatly increase the membership. All clubs of this nature are desirous of extending themselves. The members of automobile clubs make most desirable insurance risks. They are a select class of automobile owners. Men who can pay annual dues and expenses to these clubs are more responsible financially than the average run of automobile owners. Therefore, the experience with these members has been good.

There is no more reason why an automobile insurance club should adopt in-

surance schemes for its members than it should open retail groceries, dry goods stores, sell gasoline, automobile supplies, oil, portable garages, etc. Insurance simply opens an easy door for the exploiter to get a sitting. It enables him to make his money without investing any considerable capital. All he has to do is to get a sufficient number of applications for a reciprocal and he is started on the way to fortune. The automobile club really supplies his sinews of war. The members lend themselves to his song.

Local agents therefore owe it to themselves and to the business at large to fight with grim determination this effort of the AMERICAN AUTOMOBILE ASSOCIATION to swing local clubs into the insurance business. We believe that this movement is one of the most dangerous that has appeared in the insurance domain. It is another attack on the American agency system. Where these big automobile clubs have organized reciprocals they have been able to capture a lot of desirable business and thus take it away from local agents who frequently are members of these clubs. It behooves local agents to join their local automobile clubs and take an active part in their proceedings. This endeavor of the local clubs to get in the business will be stronger and stronger. Local agents therefore should fight fire with fire.

Reestablishing Insurance Week

THE meeting of the NATIONAL CONVENTION OF INSURANCE COMMISSIONERS that was held early in December in New York City for many years formed the rallying point for gatherings and conferences of insurance officials, general agents, organization men, etc. It was always a memorable week. Unfortunately a couple of years ago the insurance commissioners decided to meet elsewhere. The bugaboo of the east against the west arose and caused some of the state officials to lose their equilibrium. Now the insurance commissioners are going back to New York City in early December and resume that big insurance week that meant so much to the commissioners and the insurance people. Here in one spot would be gathered the supervising officials, the organ-

ization men, company officers, general agents, local agents, etc.

It made a convenient and economical arrangement for insurance associations, for organizations and executive committees to meet, for conferences, for personal contacts and for business to be dispatched. A person desiring to meet a half dozen people could go to the Astor hotel and find them there. It is a good omen that the commissioners are resuming this former custom. It should always be maintained. There should not arise in the INSURANCE COMMISSIONERS CONVENTION that feeling of sectional discrimination. So far as we can see there is no effort on part of any particular state or section to dominate the organization. The commissioners have acted wisely in deciding to go back to the Hotel Astor.

PERSONAL SIDE OF THE BUSINESS

Trafford Tallmadge, president of the Trafford Tallmadge Agency Company of Columbus, O., was married last week to Jane Hicks, who has been in his agency since its establishment. Mr. and Mrs. Tallmadge are on a motor trip.

The Wisconsin Insurance Club gave a surprise banquet June 3 for William S. Audiss, state agent of the State of Pennsylvania, and Mrs. Audiss, in honor of their 25th wedding anniversary. The guests numbered 25. G. A. Strasen of the American acted as toastmaster and Harry S. Norton of the Rockford, Ill., office of the American companies was speaker of the evening. Mr. Norton presented the couple with a loving cup, suitably engraved. Other speakers were J. Henry Harbeck of the Dubuque, Fred Gordon of Bauman & Gordon, Ray Hutchinson of the Boston, J. R. Brown of the Agricultural, and Cyrus Chapman and Ralph Danforth of the Millers National.

Fred M. Gund of Freeport, Ill., western manager of the Crum & Forster companies, is spending the month of June in California where he is vacationing.

William C. Safford, Ohio insurance superintendent, and Miss Ethel Marshall were married a few days ago in Holy Rosary Church in Columbus, O.

Mr. and Mrs. Safford are now away on a honeymoon. Mr. Safford took his friends by surprise and was on his way before most of them knew what had happened.

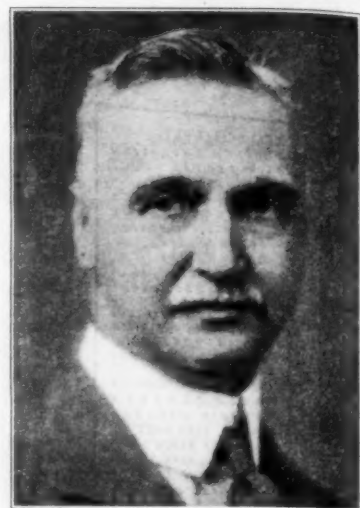
H. U. Bailey, of Princeton, Ill., director of trade and commerce in the state, and Mrs. Bailey announce the marriage of their daughter, Dorothy Jane, to Kenneth Arthur Ford of Chicago, a graduate of the University of Illinois, who is editor of "Retail Furniture Selling" in his city.

Walter J. Carey, well known local agent at Cincinnati, has joined the Great Grandfathers' Club and issues an age challenge to the other members, maintaining that he is the youngest great grandfather of the group. Mr. Carey's great grandchild is a boy, Ira Wade Bergen of Philadelphia. X. B. Drexilius, also a Cincinnati agent, considered Mr. Carey's achievement at so early an age so remarkable that he presented Mr. Carey with a diamond ring. Mr. Carey modestly declares that little of the credit for this achievement is his. He will be glad to communicate his age upon private inquiry.

Dr. Joseph Schneider, world-famed oculist at Milwaukee, and heaviest individual stockholder in the Milwaukee Mechanics, died at his home there June 4. He was 82 years of age. Dr. Schneider had served as a member of the board of directors of the Milwaukee Mechanics for 37 years and as a member of the executive committee for more than 27 years.

He was married to Miss Louise Preusser, daughter of Christian Preusser, founder of the Milwaukee Mechanics. Mrs. Schneider died three months ago.

Charles E. Detrick, insurance commissioner of California, recently advanced from second vice-president to first vice-president of the National Convention of Insurance Commissioners, is not new to public life, having served the state of California in various capacities at different periods since 1911 when he was appointed secretary of the railroad commission. After seven years in this position Mr. Detrick retired to private life, where he practiced law until 1923, when he became building and loan commissioner of the state. On January



CHARLES R. DETRICK

13, 1925, he was appointed insurance commissioner.

During his administration greater vigilance has been exercised over the financial condition of the small and struggling companies. One of the outstanding innovations is the system which he established compelling California companies to submit quarterly financial statements in addition to the regular annual statement. This action followed the unfortunate experience of two reciprocals and one affiliated stock company, all of which were liquidated following an investigation under the direction of Commissioner Detrick.

Under his administration many more rigid requirements of agency qualification also were instituted and as a result hundreds of "illegitimate" agencies were discontinued.

Walter Hanson, manager of the Western Adjustment at Ishpeming, Mich., is now sporting a benign smile because of a new boy that reached his home May 31. Mr. Hanson for a number of years was state agent of the Commercial Union in Michigan. He resigned to go to the Western Adjustment and has made a real success in his work.

George W. Kear, superintendent in the home office of the eastern department of the New York Underwriters, died at his home in New Rochelle last Thursday morning from an injury received when he fell in a bathtub in his home. While under a shower he fell and struck his forehead on the tub and did not regain consciousness. Mr. Kear is survived by his wife and one son.

Mr. Kear was born in Minersville, Pa., in 1857. For some years as a young man he conducted a local agency at Scranton, Pa., and later became a special agent for the Guardian of London. He was with the Guardian when that company reinsured its business in the New York Underwriters in 1894. In that year he became special agent of the New York Underwriters in Pennsylvania and remained in the field until 1903. He then was called to the company's home office to take the position he held at the time of his death. He was an unusually versatile man. During his life he won many prizes as an amateur florist and also owned a number of cups which he won as a yachtsman. He also was an amateur artist and worker in metals and in recent years had become an expert in archery.

Miss Lucile Parsons, daughter of J. Lester Parsons, president of the United States Fire, rode her famous horse, Gray Dawn, at the annual Montclair (N. J.) horse show on June 4.

FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

COMPANIES WOULD PULL OUT NEUBERGER MADE PRESIDENT

Experience in Ohio River Towns Leads to Attempts by Some to Reinsure All or Part of Business

Indications that some of the fire companies operating in certain Ohio river towns have wanted to retire from this field have been apparent for several months, and in recent weeks have increased. The towns that the companies are most eager to leave are Bellaire, East Liverpool, Wellsville, Gallipolis and Middleport. In some cases the companies wish to leave certain districts which include a large town, not because of bad experience in the town itself but because of bad experience in the part of the state including the town.

Some other companies have indicated their desire not to reinsure their entire business in the towns but only to reinsure specific risks. This is an indication that these companies wish to reduce their liability rather than forego all liability.

It is not known precisely why the companies wish to withdraw from the river district, but it is thought the strike in the coal fields is a factor. Another theory is that feuds arising out of the activities of bootleggers are a factor.

CONN WAS GUEST OF HONOR

Spring Party of the Ohio Blue Goose Paid Tribute to Former State Official

COLUMBUS, O., June 8.—Judge Harry L. Conn, former superintendent of insurance of Ohio, was the guest of honor at the spring party of the Ohio Blue Goose held at the Arlington Country Club in Columbus, Tuesday afternoon and evening. As a token of their esteem for him, Judge Conn was presented with 18 large volumes on law by the Ohio ganders. John H. Gray, North British, made the presentation for the pond at the banquet Tuesday night. Judge Conn responded with an expression of appreciation for the cooperation received by him from the field men when he was in the state house. Ralph H. Taylor headed the Conn testimonial committee.

Winners at the afternoon bridge party were Mrs. W. B. Robertson, Mrs. Edwards, Nina Wilkerson, Mrs. H. L. Conn and Mrs. C. B. Patterson in the order named. Ben P. Tinsley won the golf tournament with the lowest score. As Mr. Tinsley won last year, he is making a strong bid to retain the prize cup which goes to the player who wins three times in succession. Other golf prize winners were H. W. Rollins, C. B. Patterson, T. B. Sellers, John H. Gray, R. H. Hearne, Fred Sipp, Kenneth Hoag, V. W. Souders, A. R. Gibson and W. B. Robertson.

Fred B. Luce of Chicago, western manager of the Providence Washington, and Roy A. Sellery of Chicago, general manager of the Western Adjustment, were guests from outside ponds.

President Ralph Hukill and Chairman of the Entertainment Committee Gene Gallagher and their assistants were complimented by members upon the large attendance and fine entertainment provided.

Audit Bureau Meeting

A meeting of Cincinnati branch employees of the Ohio Audit Bureau with C. C. Atwell, state manager, was held last week. Henry Lindholm, with the Western Actuarial Bureau in Chicago, attended.

Atlas State Agent Is Chosen to Head the Union Field Club in Ohio

John M. Neuberger, state agent of the Atlas, was elected president of the Union field men's organization in Ohio, at the June meeting at Columbus Tuesday. Other officers elected are Ben Tinsley, Northern, vice-president; Aaron W. Jones, New Hampshire, secretary-treasurer; Arthur Lohmeyer, Aetna, and Charles Patterson, Glens Falls, executive committeemen for two years, with Earl Reid, London Assurance, Herbert Chittenden, Home, and D. M. Tanner of the Niagara, each for one year.

C. C. McCray, who has served as president for the past 18 months, and Ben P. Tinsley, who has headed the clearance committee during the past year, were commended by the members for their work. The organization now has 155 members. During the past year 212 agency transfers were made by them.

Douglass F. Best of the Presidential, A. B. Smillie and J. N. Chestnut of the Springfield were elected members. The deaths of Robert Moore and Robert Deatrick were reported and a moment of silence observed in their memory.

Arthur Lohmeyer, chairman of the executive committee, read the protest against the Myers tax bill, which had been filed for the organization with Governor Donahey.

Fred B. Luce of Chicago, western manager of the Providence Washington, spoke briefly. He said the spray paint and tornado hazards had been very much in evidence this year. He praised the results of the collection efforts being made under the new balance rules. It was working to the advantage of all, said Mr. Luce. He cited one case where an agent was transferred from an insolvency of \$40,000 to solvency and money making in two years, with the result that the agent himself thanked the companies for insisting on their rights.

Other Chicago men in Columbus Tuesday were Roy A. Sellery, manager of the Western Adjustment, and W. G. Bayliss, assistant western manager of the Aetna.

NO WRITTEN REQUEST MADE

Assured Is Held to be Entitled to Sue on a Policy without an Appraisal

In Fire Association vs. Agresta, supreme court of Ohio, 154 N. E. 723, a loss was suffered under a fire policy. It provided that in case of a disagreement it should be appraised upon the written demand of either the company or the insured. The policy contained the following provision:

"No suit or action on this policy, for the recovery of any claim, shall be sustainable in any court of law or equity unless all the requirements of this policy shall have been complied with, nor unless commenced within 12 months after the fire."

No Appraisal Demanded

Following the loss neither the company nor the insured demanded an appraisal, and the insured brought action to recover. In defense the company contended that the action would not lie because the provisions of the policy in respect to appraisal had not been complied with. The trial court rendered judgment in favor of the insured. The higher court in reviewing

the record, and in affirming this judgment, said:

What the Court Held

"In the instant case, if the language of the policy means anything, it means that upon the written request of the company the plaintiff shall join the company in choosing arbitrators and in procuring an award before suit may be begun. It being equally optional with both parties to the contract, the insured owed no duty to demand an appraisal."

No Written Request Made

"It was in the power of the insurance company to perform this condition of the policy and to have a submission to arbitration to determine the amount of the loss, by the simple process of making a written request for such submission. If a written request for an appraisal had been made by either party, the further provision in the policy, that no suit could be brought except upon an award, would have become effective and binding upon the insured. In that event, it would have been a condition precedent. That condition in the policy has not been reached."

"A written request for an appraisal in a condition precedent to such appraisal and award, and there not having been a written request by either party, the appraisal and award became unnecessary, under the conditions of the policy, in order to entitle the plaintiff to recover. * * *

"Until there is such written request, neither party is compelled to arbitrate. * * *

"The judgment of the court of appeals must therefore be affirmed."

FARM AGENTS ARE PLENTIFUL

Special Agents Busy Cutting Down on Business in "Uncomfortable" Parts of State

Farm companies wanting agents in Ohio can get them now without looking. Any company writing farm business expects several inquiries a week for farm writing privileges. But for the most part these inquiries arouse no enthusiasm and cause no hasty trip to make an appointment. Much of the time of some Ohio specials has been given over recently to a real slashing off of farm business. It has proved too uncomfortable for the companies.

Southern and eastern Ohio is almost entirely in the "black belt" except along the rivers here and there. Even middle and northern Ohio is spotty, and every farm agency and its business is being examined with a spy glass, with direct and immediate action following an unfavorable sight. Cancellation and withdrawal is the order of the days.

Congressman Begg to Speak

Congressman James T. Begg of Sandusky will be the principal speaker at the field club's meeting at Cedar Point next month. Both field organizations will meet there July 6 and 7. The September meetings of the two organiza-

tions and the Blue Goose will be held in Cincinnati. The Blue Goose will initiate several goslings.

Atwell Is a Delegate

C. C. Atwell, manager of the Ohio Audit Bureau, will attend the Denver convention of the International Optimists, July 6-9 as a delegate for the Columbus club, of which he is president.

Deposit Is Distributed

COLUMBUS, O., June 8.—Under an order from the common pleas court at Columbus, the state insurance department has made final distribution of the deposit of the City Equitable Fire of London, amounting to \$102,375. The liquidation of the company was in the hands of the superintendent of insurance of New York. The money has been sent to the New York department.

Tax Suit Demurrer Upheld

COLUMBUS, O., June 7.—The case brought by Franklin county against various foreign insurance companies to recover \$50,000 will be heard in the fall, the courts having just upheld a demurrer by the county to the companies' answers. The money is claimed as back taxes. A previous suit was dropped because of irregularities in keeping the records in the auditor's office. A new action has been brought. The bonds in the case were filed in 1916-7-8.

Ohio Notes

L. E. Justus has bought the Lima, O., agency of Dille Brothers.

Nelson Harris recently acquired the Knapp agency at Lodi, O.

Albert Richmond of West Union, O., sold his business to R. L. McClure.

The Ohio Fire Prevention Association inspects St. Mary's next Wednesday.

C. D. Rickard has taken over the business of Frank Spellman at Medina, O.

The S. R. Koenrich agency at Salem, O., has been bought by Walter F. Cowan.

L. J. Luikhart has become associated with L. E. Luikhart in Cleveland in what is to be known as the Luikhart Agency.

A loss which may reach \$10,000 occurred Monday in the sprinklered warehouse of the Crowell Publishing plant at Springfield, O.

H. J. Manning, engineer of the Ohio Inspection Bureau, attended the annual convention of the American Waterworks Association in Chicago this week.

Raymond G. Woodley of Kent, O., sold his agency to H. L. Van Campen. In the same city Forrest B. Bryant has bought the E. J. Kline agency.

R. M. Peterson, manager of the Kansas City office of the Underwriters Adjustment Bureau, who started the Columbus office of the Bureau, is visiting in Columbus this week. Mr. Peterson attended the Blue Goose frolic Tuesday.

A fire in which the loss has been estimated as upwards of \$200,000 destroyed the Hodge Storage and Cartage Company's plant at Springfield, O., this week. Much furniture, sugar and paper which had been stored in the warehouse was destroyed.

The Ohio state fire marshal is investigating an alleged attempt to burn the First Congregational Church at Canton, O. Robbery first had been committed, Sunday school and missionary funds having been taken. The fire was started in the storage room, but was easily extinguished by firemen.

The annual meeting and election of officers of the Nebraska State Fire Prevention Association will be held at luncheon at Omaha, June 17.

CENTRAL WESTERN STATES

SCHNEIDER AGENCY BIG DAY

Well Known Kankakee Local Firm Invites Field Men as Its Guests to Festivities

The Schneider & Sons Agency of Kankakee, Ill., held its annual field day with great credit to the members of the firm and complete satisfaction to those who attended. The field men on hand

were J. D. La Teer, Agricultural; G. A. Brown, State of Pennsylvania; J. E. Knapp, Concordia; A. H. Knight, National Liberty; Edward Enck, Milwaukee Mechanics; W. T. Funkhouser and John L. Hon, Crum & Forster; Thomas M. Hogan and H. A. Wood, Dubuque Fire & Marine; J. B. Tetlow, American of New Jersey, president Illinois Field Club; B. J. Morgan, Security of Connecticut; George A. Mielke, Commercial Union; Fred Bertiaux, Hanover; Ralph Malley, Globe & Rutgers; H. H. In-

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galls, New Brunswick, and Carl Yost, Fidelity & Casualty. Telegrams of regret were received from W. H. Potter, Chicago manager Phoenix of Hartford; Assistant Manager Fred D. Hess, American of Newark, and Executive Assistant E. T. Tanner of the Security of Connecticut. The golf schedule could not be carried out in its entirety owing to rainy weather. However, a few played in the morning, the golf trophy being won by George Mielke. The Schneiders are recognized for their hospitality and good fellowship.

CONDITIONS NOT IMPROVING

**Illinois Field Men Report Agents Are
at Premium—Collection of Bal-
ances Now Easier**

Illinois field men report that conditions in the southern part of the state, which four months ago were announced as decidedly poor, have shown no improvement to the present. For a time the strike in the coal field threatened to make conditions worse, but to date nothing in the strike situation has been particularly detrimental. Many sections of the southern half of the state have been under water for some weeks, with the result that business has slumped generally.

Almost all field men say that agents are at a premium in desirable parts of the state. Local agents in many sections are barely able to keep on the credit side of their ledgers with the companies they have, and are not inclined to take on new ones.

A notable feature of the Illinois situation is the manner in which companies are cooperating in forcing delinquent agents to pay up. This cooperation is so strong that agents no longer are able to play one company off against the other in the matter of balances. "Pay or be suspended" is the order that almost all companies are issuing. The agent now must be a good collector as well as a good salesman to stay in the business. The effect of this new spirit of cooperation is that the field men no longer have to function as balance chasers. They now collect balances by mail. The field men point out that the new system has resulted in great savings of money and time for the companies. It also has the effect of weeding out the weak agents, and of making business better for those who pay their bills.

Takes On Life Company

The general agency of Wells & O'Keeffe in Indianapolis, now representing fire and casualty companies, has taken the state agency of the Security Life of Chicago for Indiana and will plant agencies throughout the state. This agency has been making big gains in fire and casualty business and sees an opportunity for writing life insurance as well.

Wood Quits Federation Post

Joseph G. Wood, an Indianapolis attorney, has resigned as secretary of the Insurance Federation of Indiana, the Indiana Association of Insurance Agents and the Indianapolis Fire Insurance Agents' Association. Mr. Wood has also acted as secretary for Indiana Insurance Day since the idea was launched four years ago and has been very efficient in all his relationships with the insurance fraternity. He is resigning to accept a connection with an Indiana life company, announcement of which will be made later. He has been associated with the insurance law firm of Slaymaker, Merrill, Adams & Locke for the past six years and also teaches insurance law on the faculty of the Indiana Law School.

Elgin Agent Disappears

The disappearance is reported of Raymond Amis, head of the Amis Insurance Agency of Elgin, Ill. A farewell note was received by his wife an-



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nouncing his intention of ending his life to wipe out the disgrace of business failure. The Amis Insurance agency was general agent of the Republic Casualty Underwriters, an automobile reciprocal. It also represents some stock companies for fire and casualty.

Assignment of Policy Case

When evidence did not affect assignment of policy. Rule as to effect of transfer of property and assignment of policy.—Plaintiff sued as assignee of one Barnes and a policy of fire insurance on a house. In January, 1925, Barnes sold the house to plaintiff and in May the house was destroyed by fire. As evidence of the alleged assignment, plaintiff's manager testified that at the time of the sale he had called up the vice-president of the company which was acting as agent for defendant and asked him to make out the papers and properly assign the insurance to plaintiff company. He was permitted to testify that said vice-president agreed to do so.

Held, that plaintiff could not recover, for the evidence did not fairly tend to prove that the policy was sold, assigned or transferred to plaintiff. The transfer of the insured property was not an assignment of the insurance policy. The rule is that on a sale and transfer of property covered by a policy of insurance, and an assignment of the policy to the purchaser, duly assented to by the company, a new and original contract of insurance arises between the insurance company and the assignee, which the latter may enforce without regard to what may have occurred prior to the assignment. The policy in such a case expires with the transfer of the estate so far as it relates to the original holder, but an assignment and assent of the company thereto constitute an independent contract with the purchaser and assignee the same in effect as if the policy had been reissued to him upon the terms and conditions therein expressed. This rule, however, was not applied, for the court found there had been no assignment of the policy.—East St. Louis Lumber Co. vs. London Assurance, Appellate Court of Illinois, Fourth district.

No Action on Illinois Rating Bills

SPRINGFIELD, ILL. June 7.—House Bill 748 and Senate Bill 574 in the Illinois legislature, both fire rating bills and companion measures, seemingly have no chance of getting anywhere and, it is believed here, will be tabled next week.

Gamber Urges Fireworks Ban

Every community in Illinois has been urged by State Fire Marshal John G. Gamber to put an absolute ban on the retail sale and discharge of fireworks. Copies of a suggested ordinance, with recommendation for passage, have been sent to mayors and fire chiefs throughout the state.

The ordinance covers every variety of fireworks. A number of cities now prohibit the retail sale of fireworks, but this has simply caused vendors to set up stands just outside the corporate limits, the fire marshal points out. Residents lay in their supply from these stands and then return to town and discharge them. The proposed ordinance would make any-one discharging fireworks subject to fine.

L. T. Richards with Western

Leo T. Richards of Richards & Smith, connected for the past six years with the Clyde Smith agency at Lansing, Mich., has joined the Grand Rapids office of the Western Adjustment under Manager King. Mr. Richards is an experienced adjuster.

Ray Recovering from Operation

W. P. Ray, well known Indianapolis fire insurance general agent, is recovering from the recent operation for appendicitis and spends a part of each day in the office.

Vetoes Oil Inspection Repeal

LANSING, MICH., June 7.—Governor Green vetoed the measure which would have repealed the state's oil inspection act, in force since 1899.

Insurance men are rather relieved at the governor's action as they are inclined to think that the kerosene inspection may avert many serious fires and explosions. They point out that the commissioner of public safety told the legislature during debate on the bill that 50,000 gallons of kerosene was rejected last year because it was found to have

too high a gasoline content and was therefore dangerous for ordinary kerosene uses.

Grain Dealers National Official Dies

Edward A. Wiley, treasurer of the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, died Friday after a brief illness. He had attended the funeral of the late Charles A. McCotter, secretary and manager of the company, on Friday of the week before, and had caught cold, developing into pneumonia, from which death resulted. Mr. Wiley was associated with Mr. McCotter from the beginning of the company and was a highly efficient officer. He was interested in church work and among other activities was scoutmaster of a troop of Boy Scouts.

Michigan Notes

The Harold E. Miller agency of Lansing, Mich., has purchased the Swan Swanson agency. Both are relatively young local agencies.

St. Peter's Catholic Church at Blissfield, near Adrian, Mich., was razed by fire this week. Loss was estimated at \$20,000. Origin of the fire was laid to defective wiring.

The old Worden Grocer Co. building in Lansing, Mich., burned last week with \$50,000 loss. The building is now occupied by several concerns and the printing establishment of the Franklin-Dekleine Company was the chief loser. An extinguished pilot light under a linotype machine is believed to have allowed gas to accumulate, starting the fire.

At Grand Rapids, Mich., the mills and yards of the Bolhuis Lumber & Manufacturing Company were destroyed by fire the past week. Officials started investigating when it was reported the fire appeared to have started in several places at once, spreading so rapidly that it was impossible to save the contents. Loss is estimated at \$50,000.

Illinois Notes

Special Agent B. B. Winkler of the Chicago Fire & Marine and Presidential Fire & Marine has changed his headquarters to Peoria, Ill., in order to be more centrally located.

The H. P. Greison agency at Savanah, Ill., is giving its annual field men's outing there June 16. A golf tournament for a cup will be the feature of the day's entertainment. A dinner will be served in the evening for the 20 or more field men expected to be present.

S. L. Gregg has been appointed manager of the insurance department of Carl O. Johnson & Co., Rockford, Ill. Mr. Gregg has been director of agencies for the Mid-West Automobile Underwriters of Freeport and before the war was associated with his father in St. Louis and Newman, Ill., in the insurance business.

NORTHWESTERN STATES

COMPROMISE ON SETTLEMENT

Consumers Company Loss in Minneapolis Adjusted on Basis of \$160,000—Case Was Difficult

MINNEAPOLIS, June 8.—A compromise settlement of the Consumers Wholesale Supply Company loss in this city, which occurred over five months ago, has been effected by Assistant General Manager Nelson of the Western Adjustment on the basis of \$160,000.

The case attracted much attention in recent months. Fire occurred in the early morning of Jan. 1, following a dance given company employees on the premises. The automatic sprinkler equipment failed to operate and a serious loss resulted. Assured claimed a value and loss in excess of the insurance of \$350,000. Finally the Consumers demanded an appraisal, which the companies under Minnesota law were compelled to grant. The appraisal was conducted similarly to trial by court. Attorney Brill was selected as the assured's appraiser, and Attorney Nathan Chase was chosen by the insurance companies. Attorney Berg acted as umpire. The companies had as their legal representative in the presentation of evidence Attorney Watson.

Consumers Officers Resign

The appraisal proceeded steadily for a period seven weeks and a great volume of evidence was introduced by both sides. During the course of the ap-

praised several prominent officers connected with the Consumers resigned. In due course an award fixing sound value at \$261,000 and loss at \$219,000 was rendered, which award Nathan Chase refused to sign. On recommendation of adjusters, supported by attorneys, the companies decided to resist the award and the compromise settlement of \$160,000 has been recorded.

Contracts Cause Disagreement

The companies were unable to agree as to the proper method of pro-rating the loss due to the fact that one company had issued a \$200,000 general cover contract while the balance of the insurance was written specific in six companies at \$25,000 each. It is learned that the companies have paid on a certain arbitrarily fixed basis but will readjust the payment between each other based on the decision of the arbitration committee of the National Board.

The case calls attention to the inadequacy of the automatic sprinkler equipment warranty, which fails to exact a penalty for non-operation. The appraisal in this case has demonstrated that the machinery of the law with respect to appraisals can be used efficiently by the companies if a determined effort is made and the item of expense disregarded.

WESTERN ADJUSTMENT SHIFTS

Number of Changes are Announced Affecting the Wausau, Madison and Milwaukee Branch Offices

George C. Benier, manager of the Madison branch of the Western Adjustment, has been transferred to the Milwaukee office as staff adjuster under manager W. H. Casper. He will be succeeded at Madison by A. L. Heiam of the Wausau branch.

Benier has worked in Wisconsin practically his insurance life, with the exception of a year in the head office of the adjustment company at Chicago. The Milwaukee staff now consists of seven experienced adjusters.

A. L. Heiam, the new manager at Madison, is well and favorably known to Wisconsin field men having operated in that state since July 1923, when he was transferred to Eau Claire from Minneapolis branch.

Mr. Heiam is succeeded at Wausau by F. A. Zille, recently transferred to that branch from St. Paul. Mr. Zille was formerly connected with the John B. Lee Company, and is a competent adjuster. He has traveled the Wisconsin field and is acquainted with the insurance fraternity.

The Wausau office is in charge of W. L. Eisenach, formerly of Duluth.

No further changes are contemplated in Wisconsin as the head office feels the personnel at Milwaukee, Wausau and Madison is now not only very satisfactory but properly located.

North Dakota Field Club Elects

S. E. Bickard of Fargo was elected president of the North Dakota Fire Underwriters at the annual meeting held June 6 at Fargo, attended by more than 20 members. Other officers named are E. V. Neuberger, vice-president, and H. F. Morris, secretary-treasurer. Retiring officers are C. C. Bye, president; S. E. Bickard, vice-president, and E. V. Neuberger, secretary-treasurer. The matter of delinquent balances was the principal topic for discussion.

Plan Wisconsin Outing

MILWAUKEE, June 7.—The committee which will arrange for the annual June splash of the Wisconsin Blue Goose at Delavan Lake, June 21-22, is composed of George Hannan, manager of the Wisconsin Audit Bureau, chairman; Roy Nicholson, state agent Michigan Fire & Marine, and Peter Lewis, special agent Boston.

A special invitation is being extended this year to the wives and children of the members of the Blue Goose to attend. Special features will be on the



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OSHKOSH

program for the ladies, and games and prizes are among the attractions for the children.

Inspect New Rockford, N. D.

Twenty inspectors checked over fire risks in New Rockford, N. D., the past week under the auspices of the North Dakota Fire Prevention Association. The inspectors were entertained at a meeting of the Kiwanis Club.

Firemen Discuss Rate Raises

The increase in insurance rates throughout the state made by the General Inspection Bureau of Minneapolis the last year was expected to be one of the important subjects for general discussion at the annual convention of the North Dakota Firemen's Association in Harvey, N. D., June 7-9. George W. Rennix, president of the North Dakota Fire Prevention Association, was scheduled as one of the principal speakers.

Asmuth Becomes Adjuster

MILWAUKEE, June 7.—Conrad F. Asmuth, who has been a deputy fire marshal in Wisconsin for the past five years, has resigned and will enter the adjusting field in Milwaukee. Mr. Asmuth has worked under three fire marshals in the state on arson cases in southeastern Wisconsin.

Honor Arthur Olds

MILWAUKEE, June 8.—Ganders of the Wisconsin Blue Goose have arranged a luncheon in honor of Arthur Olds who will travel in Minnesota for the National Union of Pittsburgh. The party will take place at the Underwriters' Exchange June 11. Mr. Olds was formerly in the Wisconsin field for the Westchester and made the change recently.

Fail to Block State Audits

An attempt to prevent audits of the various state departments and state industries in North Dakota has failed. The time limit for the filing of the referendum petitions, aimed at the appropriation for financing of the work of the board of state auditors for the two-year period has expired, and the petitions were not filed. Petition circulators were paid 5 cents for each name they secured, but even that inducement failed to produce the required 7,000 names.

The filing of such petitions would have meant the elimination of state auditing of the workmen's compensation bureau, state treasurer, hall department, bank of

North Dakota and North Dakota state mill and elevator.

Report on State Hail Fund

BISMARCK, N. D., June 7.—O. B. Lund, examiner for the state board of auditors, has announced that the assets of the hail insurance department amounted to \$3,987,998 March 31. This is within the \$12,002 of the \$4,000,000 authorized by law. The possibility, however, of dropping the 1 cent flat tax on agricultural land is uncertain, Mr. Lund said, due to the inability of estimating the amount which will be required to pay on refunds of hail tax certificates.

Asks Investigation of Company

MADISON, WIS., June 7.—George Staudenmeyer, vice-president of the Threshermen's National, has demanded an investigation of the company's affairs, claiming that an officer of the company loaned \$20,000 of the company's funds without the consent of the board of directors. Commissioner Freedy announced that he would call the investigation.

Mr. Staudenmeyer is a former state senator and is now a member of the state highway commission.

Wisconsin Notes

Wm. Frink, western general agent for the Norwich Union, spent a few days this week in Milwaukee with H. C. Busack, state agent in Wisconsin.

Mrs. Ella Ruth Lawson, wife of David Lawson, independent adjuster of Oshkosh, Wis., died at her home there recently after suffering from heart trouble for about a year.

J. B. Ames has opened a local insurance agency at Stoughton, Wis. Mr. Ames was formerly in the insurance business in Duluth, Minn., and has had considerable experience.

R. S. Oellers, secretary of the Pacific Fire and the Bankers & Shippers, visited the Chris Schroeder & Sons Co., general agents for the two companies at Milwaukee, last week, on his trip through the central west.

Milwaukee fire patrols maintained by the Milwaukee Board were in service 56 hours in May. They answered 92 of the 165 alarms turned into the fire department and covered 238 miles. Ten covers were spread on roofs during the period and 321 covers on stock.

William H. Schneider of the Concordia Fire, Milwaukee, recently celebrated his 40th anniversary of service with the company in its Milwaukee department. Members of the office force held a dinner for him and presented him with a gift as a memento of the occasion.

IN THE MISSOURI VALLEY

J. A. TRACY TAKES NEW POST

Iowa Fire Marshal Enters Service of Bureau of Investigation of Department of Justice

J. A. Tracy, who has been state fire marshal of Iowa since 1919, will after July 1 assume his new work under James E. Ridsen, chief of the bureau of investigation of the department of justice. He will be succeeded as fire marshal by John W. Strohm, of Clinton, county auditor of Clinton county. Mr. Tracy became deputy fire marshal in 1911 and marshal in 1919. He was deputy United States marshal for the southern Iowa district under appointments of Presidents McKinley, Roosevelt and Taft. Mr. Tracy has been president of the National Association of Fire Marshals. Attorney-General Fletcher, in announcing Mr. Tracy's appointment, said: "Mr. Tracy is one of the best officers in Iowa with a long record of efficiency. A man of his ability as an investigator should continue to serve the state."

Discover Arson Plant

DES MOINES, June 7.—One of the best arson plants that has ever come to the attention of the state fire marshal's office was uncovered last week in Boone, Ia., according to State Fire Marshal Tracy. The house was owned by a Mrs. Cornmesser, who denies knowledge of the fire and says she left the house an hour before the fire was discovered. Fifty

banana crates stuffed with hay, oil soaked, and cans of coal oil were discovered throughout the house. The fire department arrived before the blaze had gained good headway and after quenching the flames notified the fire marshal. Insurance on contents was \$1,500, far in excess of the actual value, and the building was insured for the full value of the encumbrance. The woman is out on bond awaiting a grand jury hearing.

Continue Blue Goose Luncheons

DES MOINES, June 7.—At the regular Monday meeting of the Iowa Blue Goose it was decided to continue the weekly luncheons at least through June, so long as the attendance holds up. The pond will hold a picnic Saturday afternoon at Greenwood park and is also making extensive plans for its annual outing July 14-15 at Manhattan Beach, Lake Okoboji.

Destroyed Horses for Insurance

In district court at Denison, Ia., Emanuel Metz was convicted of paying Earl Sandiland of Hastings for setting fire to a barn in the fair grounds at Arion in which were ten stallions insured for \$1,000 each. Metz was sentenced to 10 years in the penitentiary. Sandiland's trial will come up in the fall.

State officers who prosecuted the case claim that Metz was surrounded by a gang of operatives who employed both arson and poison in destroying horses. It was found that a number of animals he had sold died instantly from what was diagnosed as "paralysis of the heart," which was in reality the result of an injection of strychnine into the blood stream of the animals. It is known that many horses died in this manner

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\$2.50 and up

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\$4.00 and up

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Fire & Marine Und. Agency of Automobile Ins. Co. of Hartford

in the vicinity of Defiance, Ia., last year. The methods of procedure used by the gang in the strychnine cases was to sell a thoroughbred stallion to a farmer, receiving a down payment and a note for the balance, to fall due in 90 days, retaining insurance of no less than \$1,000, and in many cases more than that sum, as a protection for the member of the gang who disposed of the horse. Within a week of the time of sale a man would revisit the farm at night, seek out the stallion and inject the strychnine with a hypodermic needle. The next morning the farmer would inform the horse dealer of the mysterious and sudden death of the stallion and the insurance would be collected.

Elmer Kiel Joins Agency

Elmer A. Kiel has become connected with the Ellison-Kiel Insurance Agency Company in the Pierce building, St. Louis. Mr. Kiel is the son of Hy Kiel, mayor of St. Louis for 12 years. James A. Ellison has been in the business 15 years. The agency is general agent of the Minnesota Mutual Life and Central Surety of Kansas City. It represents the Royal and other fire companies. The old name of the firm was James A. Ellison & Co.

Many Hail Claims

LINCOLN, NEB., June 8.—Hail damage claims have begun to pour into the office of the state hail insurance department. One storm the third week in May yielded 125 claims from the counties of Fillmore, York, Thayer, Kearney, Phelps, Harlan, Hamilton, Sherman and Saunders.

Held on Arson Charge

LINCOLN, NEB., June 8.—George Frickel has been bound over in \$2,500 for trial before a jury on the charge of arson. An oil can found on the premises was wrapped heavily in paper bearing the business advertisement of Frickel. L. V. Butcher, state investiga-

tor, testified that the apartment building was insured for \$12,000, half to Frickel and half to a building and loan association. He said a man named Walker, who had occupied the premises until a few days before the fire, held second and third mortgages for \$3,000. Frickel claimed that he had had \$9,000 insurance on the place, but that only \$3,000 was in effect at the time of the fire.

Mrs. Marsh in Organ Recital

Mrs. B. E. Marsh of Topeka, Kan., who is assistant organist of the First Christian Church of that city, gave an organ recital last Friday night which was especially well received by an appreciative audience. She is the wife of B. E. Marsh, state agent in Kansas for the Phoenix of London.

Iowa Notes

Roy F. Webster, formerly connected with a Fort Dodge, Ia., agency, has been sentenced to 30 days in jail for petty larceny. He was charged with embezzling funds of the agency.

J. C. Ford has purchased the Kellogg Insurance Agency, Washington, Ia., and adds that line to the list he is already carrying. Mr. Ford took over the C. O. Dayton agency a year ago.

Glenn Cunningham, prominent Highland Park, Ia., insurance man, has purchased the interest of Lauren O. Lindstrom, his partner, in the Cunningham Insurance Agency. The firm last fall took over the L. F. Foulk agency.

Missouri Notes

The Kansas City Insurance Agents Association will hold a special meeting June 14 for the purpose of considering a program of local board advertising. A possible charge in dues may be considered.

B. J. Fradenburg of Kansas City, president of the Missouri Insurance Agents Association, is confined to his home following a slight operation a week ago. Mr. Fradenburg expects to be in his office again in a week.

STATES OF THE SOUTHWEST

OBJECT TO MORTGAGE CLAUSE

Oklahoma Agents Protest Building and Loan Association Form—Discuss Automobile Insurance

OKLAHOMA CITY, June 8.—A point that aroused interest at the Saturday meeting of the Associated Fire & Casualty Underwriters of Oklahoma City was that the Ponca City Building & Loan Company, Ponca City, Okla., is using a special mortgage clause requiring insurance agents to be responsible for collections of all premiums. The clause further states that a policy can not be cancelled by non-payment of premium. This is interpreted by E. R. Ledbetter, president, and other members as a direct effort on the part of the Ponca City company to force insurance to be written through its office. While it is true that a policy could be canceled for some other cause, and the agent could thereby protect himself, Mr. Ledbetter explained, to let this clause go unchallenged would establish a precedent which could be followed by other loan companies and divert all insurance through their channels.

Agitation is on foot to induce the Oklahoma association as a whole to refuse to accept the mortgage clause. A committee was appointed to confer with the Bureau and Union field clubs to see if they can not work through their companies to have them co-operate with the local agents and refuse to accept the mortgage clause.

Charge Auto Insurance Discrimination

Another matter agitating the association is the alleged discrimination shown against Oklahoma in the matter of the three-fourths value clause and the no-amount policy in automobile insurance. For a number of years this state has been laboring under the ban of bad experience formerly recorded, with the three-fourths value clause used, and the

no-amount policy prohibited. Experience of the last few years has dispelled the necessity of this discrimination, Mr. Ledbetter asserted. He declared there is no reason why the agents should not be permitted to use the same policies as any other state. Customers go east and discover that they can get insurance without these handicaps, and even have equipment included. When they return they bring with them an amount of dissatisfaction that is difficult to overcome.

An interesting feature of the meeting was a talk on improving collections by Robert Sesline, in charge of collections for the Oklahoma City Retailers' Association. The fire and casualty underwriters' association is making a special effort to induce local agents to collect premiums more promptly. A movement to get cooperation between them and get the check at the time the policy is delivered is on foot, and if it is impossible to accomplish this, to secure a definite promise as to when the premium shall be paid.

ARKANSAS AGENTS' PROGRAM

Annual Meeting of the State Association Will Be Held at Little Rock, June 21

The Arkansas Association of Insurance Agents will hold its annual meeting at the Hotel Marion at Little Rock, June 21. This is the old organization from which some members seceded to form the Arkansas Insurers Association. A. J. Wilson of Little Rock is president, Ronald Gardner of Fort Smith, Ark., vice-president; N. B. Martin of Wynne, secretary. One of the chief features will be the talk of Chief D. W. Brosman of the fire department at Albany, Ga., showing how his city reduced its fire waste and got reduced fire rates. Albany, Ga., won the first prize in the national fire waste contest conducted by the Chamber of Commerce of the United

States for doing the most effective work for fire prevention and showing the best record. The program is as follows:

Morning Session

Registering, Payment of Dues, Assembling and Music by Dougan's Orchestra.

Call to Order and Singing of America under leadership of Charles Evans, Little Rock.

Invocation—Dr. H. D. Knickerbocker, Little Rock.

Address of Welcome Behalf of City—Mayor Charles E. Moyer, Little Rock.

Address of Welcome Behalf of Little Rock Insurance Agents—J. T. Tunnah, Manager Insurance Department Central Bank, Little Rock.

Response to Addresses of Welcome—W. Carter, Monticello.

President's Address.

Secretary-Treasurer's Report.

Other Committee Reports.

Appointment of Committees.

Address—"Importance of Collecting Premiums and Paying Company Balances Promptly and the Insurance Commissioner's New Ruling on These Subjects," Guy Nolley, Member Executive Committee, Hamburg.

Address—"Value of Local Boards," Vice-President Ronald Gardner, Fort Smith.

Address—"The Work of the Insurance Commissioner and State Fire Marshal," A. D. Dulaney, Attorney and Deputy Commissioner and Marshal, Little Rock.

Address—"Adjusting Arkansas Losses for 17 Years—How Agents Help or Hinder," Col. J. W. Powell, Little Rock.

Afternoon Session

Address—"Increasing Opportunities for Bonding and Casualty Lines," John C. Shores, Manager Bond Department, Campbell, Mallory & Throgmorton, Little Rock.

Address—"How Albany Reduced Its Fire Waste and Fire Rates, and How Arkansas Cities Can Reduce Theirs," D. W. Brosnan, Chief Fire Department, Albany, Ga.

Address—"Why Local Agents Should Be Interested in Fire Prevention," Charles Evans, Home Insurance Companies, Little Rock.

Executive Meeting.

Election of Officers.

Evening

Annual Dinner-Dance, Hotel Marion, 7 p. m.

There will be a meeting of the executive committee at 7:30 p. m. Monday evening, preceding the convention.

Greenville Forms Local Board

Agents of Greenville, Tex., held an enthusiastic meeting June 2 for the purpose of forming a local exchange and all the leading agents joined. Officers elected were: Marvin S. Jones, president; William N. Miller, vice-president; Dudley Ames, secretary-treasurer. The chief idea of the new association is co-operation with the fire marshal to the end that the excessive loss ratio which has prevailed in Greenville may be reduced.

Arthur Wise has been appointed chairman of a committee to draw up a constitution and by-laws and another meeting will be held shortly after the convention at Dallas, June 9-10, at which the new constitution will be approved. R. W. Thompson, president of the Texas Association of Insurance Agents, attended the meeting at Greenville and has been asked to furnish the ideas and form for the proposed constitution. Mr. Thompson proposes to hold a preliminary meeting on Wednesday before the convention, at which he will request ideas from all who attend toward drawing a constitution that will be as simple and workable as possible and yet will cover all desired points.

Has Radio Fire Alarm System

DALLAS, June 7.—An invention of Henry Garrett, superintendent of police and fire signals, just patented, promises to revolutionize fire fighting methods. He calls his system the radio fire alarm system. It has been installed and tried out on Mr. Garrett's roadster since the invention of the apparatus two years ago. The system is constructed on the order of an ordinary radio set, but with a separate control which enables the operator to tune in on broadcasting stations as far as Chicago. When a firebox anywhere in Dallas is pulled the radio will record the signal and the operator is informed of the location of the fire without having to phone central station. This apparatus will be espe-

cially helpful to fire equipment that is out on a call and can not keep in touch with the central station. In event of a second alarm fire, all equipment not being used on the first fire can be transferred instantly. The radio is equipped with a loud speaker. The invention will be installed in the very near future on all fire trucks and police cars in Dallas.

Odessa Plans Improvements

Since becoming a supply base for the west Texas oil fields, Odessa, Tex., has started construction on \$5,000,000 of business and industrial projects and proposed municipal improvements, and potash development will soon bring the total above \$6,000,000, not including oil developments. To care for the record increase in population, the city council and Mayor McKinney have taken emergency action to finance the immediate construction of municipal improvements. Contract was awarded Friday for the surveying, estimating and construction of a modern waterworks and sewer system for the city. This will be highly pleasing to the companies now writing in the town, since building has far outstripped the antiquated waterworks system and a serious conflagration might have easily resulted from its inadequacies.

Plan New Dallas Insurance Building

DALLAS, June 7.—Though Dallas is the insurance center of the southwest, at present its insurance offices are scattered all over the city. Both from the standpoint of company representatives, in the exchange of business, and of the agents from over the state who visit Dallas in the transaction of their business, it is highly desirable to have a central location for insurance offices.

Realizing this, the Insurance Building Corporation will build a 22-story structure at Bryan, Pacific and Bullington streets to care for the present and future requirements of the insurance firms operating in the surrounding territory. The building will have the latest improvements throughout and will be provided with auditorium and committee rooms on the 22d floor for use of tenants. The building is readily accessible to the financial and retail district and will be near the new postoffice site on which yearly Dallas expects the government to erect its new federal building.

Dallas School Insurance Plan

DALLAS, June 7.—The Dallas board of education voted to set aside \$12,500 a year for the next two years to raise the school sinking fund for insurance to \$100,000. Each year for the past five years the board has put \$15,000 into this fund, which is to be used to underwrite fireproof buildings in the system. This is a hazardous experiment in the light of the heavy school losses sustained the past year throughout the country.

Wind Losses Throughout Southwest

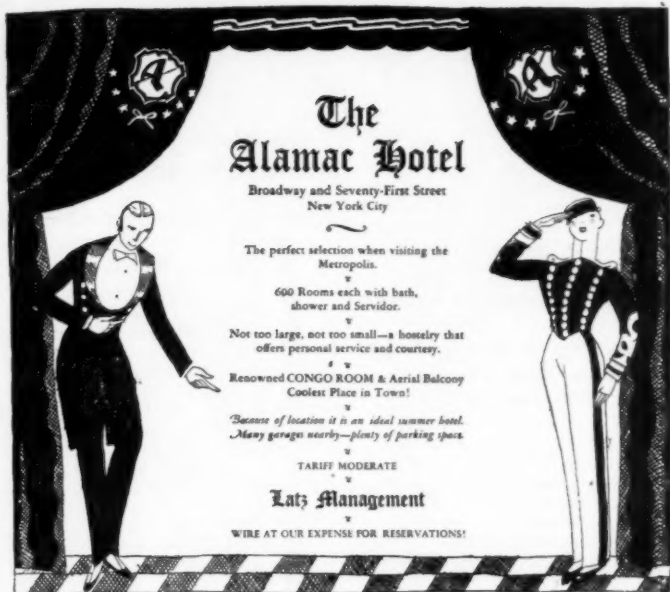
The wind storm that Saturday night struck parts of Texas, Oklahoma and Arkansas destroyed 60 houses, blew down 15 oil rigs at Colorado, Tex., and damaged severely 20 automobiles. Reports from the affected areas tell of widespread property damage, though no definite estimate can be made, particularly at Paragould, Stanford and Beech Grove, Ark. At Stanford, the Baptist church and more than a score of homes were demolished and many more badly damaged. Field crops are a ruin from the winds and hail.

Oklahoma Fire Marshal's Appointments

OKLAHOMA CITY, June 7.—John Finney has been appointed to succeed John Carroll as first assistant to the state fire marshal and Bertha M. Henson to succeed Mrs. Nola Landers as second assistant. The latter acted as assistant fire marshal for eight years.

Fort Worth Losses Reduced

FORT WORTH, TEX., June 7.—Fort Worth experienced one of its safest months for more than a year in May, when fire losses reached the very low level of \$18,270, with no serious conflagrations reported for the entire period. This is about half the losses for May of last year which month was then considered a record for low losses. However, the total for the first five months, \$622,620, is still far ahead of last year's record for the period, \$260,880. The heavy figure was occasioned by two bad business district fires. Much constructive work by the fire department is to be credited with the low record for the last



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Allemania Fire Insurance Co. Republic Fire Insurance Co.
National-Ben Franklin Fire Insurance Co.
Superior Fire Insurance Co.

COMBINED STATEMENT

Capital, \$2,800,000 Assets, \$16,608,174
Net Surplus, \$2,223,014

HOME OFFICE

Conestoga Building Wood and Water Streets
Pittsburgh, Pa.

R. M. BISSELL, President WILLIAM WALSH, Secretary
TWIN CITY FIRE INSURANCE COMPANY
MINNEAPOLIS, MINNESOTA

The Company That Aims to Excel in Service

FIRE TORNADO FARM
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**FIRE—LIGHTNING—TORNADO and
AUTOMOBILE INSURANCE**

An IOWA Company For IOWA Business

IOWA Agents Wanted

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Honorary Vice-President

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ST. LOUIS ADJUSTING COMPANY

Pierce Building St. Louis, Missouri

General Adjusters for Insurance Companies
Fire, Windstorm, Automobile and Theft Claims
Missouri, St. Louis, Illinois or Special Assignments anywhere
27 years' experience

Promptness—Efficiency—Prudence

"A GOOD ASSET TO ANY AGENCY"

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WHEN YOU HAVE
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THE
COLUMBIAN NATIONAL
FIRE INSURANCE COMPANY

of Lansing, Michigan

Fire Windstorm Rents Use & Occupancy

HARRY R. BUSH
President

B. C. VITT
Superintendent of Agencies

CLYDE A. HOLT
Secretary

Capital
\$500,000.00

Incorporated
1906



Surplus to Policyholders, - \$1,052,665.27

Is prepared to furnish insurance as follows:

Fire; Lightning; Tornado; Automobile Fire, Theft, Collision, and Property Damage; Automobile Dealers Policies; Rents and Rental Values; Profits and Commissions; Use and Occupancy; Hail and Rain Insurance.

month. The department secured correction of 52 fire hazards in different parts of the city.

Braniff Entertains Employees

OKLAHOMA CITY, June 7.—T. E. Braniff and Mrs. Braniff entertained more than 250 employees of the T. E. Braniff Company Saturday at Wildwood, recently purchased by Mr. Braniff and Frank Buttram. The regular annual picnic was advanced this year, because of the prospective departure of J. S. Speed and Mrs. Speed, who leave shortly to make their home on their ranch in the Rio Grande valley. Mr. Speed, who has been with the company for many years, tendered his resignation, effective June 1. Fellow employees presented him with a traveling bag as a token of their high esteem. The picnic was an afternoon and evening affair, with contests and games for entertainment. A nine-hole golf course provided entertainment for golfers.

Oklahoma Storm Losses

OKLAHOMA CITY, June 7.—Losses aggregating about \$150,000, resulted from a windstorm that visited Stroud, Okla., Thursday night and Friday morning. Seventy-five homes were damaged. Crop damage by hail and high wind was reported in northern Kiowa and southern Washita counties. Hail damage to crops was said to be greatest at Minco and northwestern Grady county, Frederick, Vinita and Marshall. A heavy hail at Norman caused some damage. Key West and Roxana oil field communities southeast of Stroud were almost leveled by the storm. Many wooden derricks went down during the storm.

Taylor Exchange Elects

The Taylor (Tex.) Fire Insurance Exchange has elected for the coming year the following officers: Fred I. Fisher, president; J. D. Seiders, vice-president; Miss Mary Moody, secretary and treasurer. Miss Moody is the sister of Governor Dan Moody of Texas.

Mr. Fisher was elected delegate to the state convention in Dallas, June 9-10.

Schedule Annual Meeting

The annual meeting of the South Texas Blue Goose will be held in San Antonio on June 27. The general committee in charge of arrangements consists of Ganders Ford, Fontaine, Alstead and Moreland. The pond has extended an in-

itation to all members of the order and hopes that many visiting ganders will be present.

Texas Notes

The Gulf Insurance Company of Dallas got out very nicely from the recent storm in that state. At Nevada it paid \$1,853 and at Garland its total loss was \$466.

The Young Men's Insurance Association held its bimonthly meeting Thursday night in Dallas with Phil Davis presiding. J. H. Abright, prominent Dallas insurance man, was the principal speaker.

In the refining plant of the Stauffer Chemical Company at Freeport, Tex., two walls were destroyed by an explosion and consequent fire with damages estimated at \$100,000. Cause of the explosion is undetermined.

To strengthen its fire fighting facilities, Corpus Christi, Tex., has decided to build an augmentary plant for its local waterworks system, at a cost of \$100,000, to bring water from the Nueces river, 13 miles away, and add a 4,200-gallon-per-minute pump.

To supplement its water supply and strengthen its fire protection, Abilene, Tex., has let the first contract under its \$500,000 bond issue, for a 4,000-foot dam, which is to be 52 feet high and impound three billion gallons of water. The dam will be built across Cedar Creek, two miles southeast of Abilene.

Not a section of Texas was free from fires last week. Residences and mercantiles shared equally in the losses. Ten residences in eight cities netted loss of \$55,000, while mercantiles, the Fort Worth & Denver railroad commissary at Quitaque and two hotel fires totaled losses of \$25,000 more in four west Texas towns.

Five business establishments and four store buildings with their contents, valued at \$50,000, were destroyed by fire Sunday night at Hubbard, Tex. The fire started in the middle of one of the principal business blocks and it required three hours for the local fire department to extinguish it and save the buildings on the ends of the block. The loss was half covered by insurance.

Oklahoma Notes

State headquarters of the Niagara Fire and the American Central have been removed to 621-622 First National Bank building, Oklahoma City. T. Ray Phillips is state agent of the Niagara.

The Douglas school for Negroes on East California avenue, Oklahoma City, was damaged by fire to an estimated amount of \$10,000. The building and furnishings, the latter estimated at \$3,000, were covered by insurance.

IN THE SOUTHERN STATES

TENNESSEE REGIONAL RALLY

Meeting at Murfreesboro Had Good Attendance of Agents, Field Men and Bureau Representatives

The regional convention of the Tennessee Association of Insurance Agents at Murfreesboro the past week proved to be a joint meeting of special agents and bureau representatives with local agents, the latter, however, largely predominating. Murfreesboro is one of the richest of the middle Tennessee towns and to represent its insurance interests has six as live board members as could be found anywhere, N. F. Molloy being president and Less T. Fite secretary-treasurer. Its other members are C. H. Crichlow, G. S. Smith, R. T. Groom and Rion & Fox, the title of Mr. Fite's firm being Smotherman & Fite.

One of the interesting talks was by Captain Holman of the Inspection Bureau, who went into engineering details to those present, including the three commissioners of the town, with reference to their water supply. The city, not being fed by natural streams, has for years been considering the water question and Captain Holman's talk brought out points the commissioners appreciated and proposed to follow out to the limit of the city's ability. Murfreesboro has not had a bad fire record, but its desire is to improve it. Commissioner A. S. Caldwell was felicitated on his election to the presidency of the Insurance Commissioners' Convention and expressed his belief in and desire

to assist the local agents of the state.

The meeting was presided over by the president, N. F. Molloy, and short talks were also made by the president and secretary of the Tennessee association, the president calling attention again to the association regulating its membership. The members of the Murfreesboro Board invited the visitors to a splendid luncheon, at which entertainment was provided.

NORTH CAROLINA MEETING ON

State Association of Local Agents Is Holding Its Annual Convention at Durham

DURHAM, N. C., June 8.—The annual meeting of the North Carolina Association of Insurance Agents is being held in this city this week. Thomas Barber, of Winston-Salem, is president. Among the features of the program were addresses by Edward C. Lunt, vice-president of the Great American Indemnity; Stacey W. Wade, North Carolina insurance commissioner; R. S. Busbee, president Atlantic Fire of Raleigh; Clifford A. Payne, of Jacksonville, Fla., member of the National association executive committee. The Southern Fire and Cobb & Glass, managers, held a reception and ball in honor of visitors tonight. The Durham Insurance Exchange gave a tea at the Forest Hill Country Club Wednesday afternoon. The banquet was held Wednesday evening, the speaker being Vice-president E. M. Allen, of the National Surety.

Among the reports given were that of the secretary, Sam Ruffin, of Raleigh, the executive committee, by James Owen Reilly, of Wilmington; legislation, by Col. Walker Taylor, of Wilmington; conservation and fire prevention, Col. James R. Young, of Raleigh; conference, Fred C. Odell, of Greensboro; workmen's compensation, McAlister Carson, of Charlotte, and membership, by N. D. Schiff, of Statesville. L. G. Cole, of this city, was general chairman of the Durham Insurance Exchange in charge of all the local arrangements.

KENTUCKY PROGRAM ISSUED

Agents' Association of State Will Hold Convention at Hotel Phoenix in Lexington, June 28-29

The Kentucky Association of Insurance Agents is to hold its annual convention at the Hotel Phoenix, Lexington, Ky., June 28-29, with a meeting of the executive committee and various officers the evening of June 27. Following is the program as outlined for the meeting:

June 27, 8 p. m.

Meeting of executive committee and various officers.

June 28, 9 a. m.

Registration of agents at Hotel Phoenix.

June 28, 1:30 p. m.

Formal opening of convention meetings.

Address of welcome by President Walton of Lexington Board.

Response by A. Gordon Sulser, Maysville.

Reading of minutes of 1926 convention. President Eastham's report and address.

June 28, 7:30 p. m.

Get-together dinner—Phoenix hotel ballroom.

June 29, 9:30 a. m.

Address by Ben L. Agler, Cleveland, member of executive committee of National Association.

Address by W. S. Brock, Lexington, Ky.

Appointment of nomination and resolutions committees.

Reports of various committees.

Election of officers.

June 29, 9:30 p. m.

Business session and round table talk for members of state association and National association.

In addition to the above main program, there will be various forms of entertainment by the Lexington Board for the members and ladies.

KENTUCKY FIELD MEN'S PLANS

No Formal Addresses Scheduled for Crab Orchard Meeting—Several Company Men Expected to Attend

LOUISVILLE, June 8.—The program has been sent out for the meeting of the Kentucky Fire Underwriters' Association at Crab Orchard Springs, June 16-17.

A meeting of the Fire Underwriters' Association is scheduled for Thursday morning, there being no set program and no set talks scheduled. It is understood that there will be several informal talks made by various visitors as called upon. Among visitors who are expected to attend are J. R. Wilbur, vice-president of the America Fore group and chairman of the governing committee of the Western Union, from Chicago; James F. Joseph, special representative of the Western Union, and Richard E. Vernor, manager of the fire prevention department, Western Actuarial Bureau. Herbert W. Robertson of the Hanover, president of the association, will have a company official with him. Frank M. Drake, Louisville attorney and former special agent, will also be present.

The Kentucky State Fire Prevention Association, R. T. Sweeney, president, will meet Friday morning for its annual meeting and election of officers, following which there will be a short closing session of the Kentucky Fire Under-

writers' Association. The Blue Goose will hold a banquet, business meeting and election of officers Friday evening. Amusement takes up a considerable part of the two days, there being the usual clay pigeon shoot, a golf tournament, tennis, quoits, fishing, bowling, bridge, 500 and other contests.

MISSISSIPPI AGENTS' MEETING

Program of Events for the Annual Convention to Be Held at Gulfport, June 21-22

The annual meeting of the Mississippi Association of Insurance Agents will be held at Gulfport, Miss., June 21-22. J. H. Johnson, of Clarksdale, is president, and F. L. Nelson, of Jackson, is secretary and Treasurer. M. D. King, of Hattiesburg, is vice-president. The program is as follows:

Monday, June 20

Meeting of Executive Committee at 7 p. m., at dinner, Hotel Markham. Business Meeting.

Tuesday, June 21

Welcome Address by Mayor J. W. Milner of Gulfport.

Response by J. H. Johnson, President of Association.

Meeting called to order by J. H. Johnson, President.

Reading of Minutes by Secretary.

President's Report.

Appointment of Committees.

Talk by Walter H. Bennett, Secretary National Association of Insurance Agents.

General Discussion.

Adjournment for Lunch.

Afternoon

Report of Credentials Committee.

Report of Secretary and Treasurer.

Talk on Compulsory Automobile Liability Law.

Wednesday, June 22

Report of Committees.

Talk on Workmen's Compensation by Ralph B. Reese, New Orleans.

General Discussion by Members—limits of 10 minutes each.

Needed Modification of Insurance Laws, H. C. Roberts.

Value of Membership in State and National Associations.

Agents Qualification Law.

Membership Campaign.

Social Program for Ladies

Monday Evening

Informal Reception at Hotel Markham, 8:30 P. M.

Tuesday

Bridge 10 to 12.

Luncheon 12:30, Gold Room, Hotel Markham.

3 P. M., Auto Ride Along Old Spanish Trail, Visiting Pass Christian, Long Beach, Mississippi City, Jeff Davis Home, Beauvoir and Biloxi.

Wednesday

Bridge 10 to 12.

2 P. M., Get-together Luncheon at Edgewater Gulf Hotel.

3:30 P. M., Boat Ride in Gulf of Mexico.

General Entertainment:

Tuesday—Dinner for members and their guests, Roof Garden, Hotel Markham, 8 P. M. to 10 P. M. 10 to 12, dancing.

May Admit Travelers

RICHMOND, VA., June 7.—The question of admitting the Richmond branch office of the Travelers into membership in the Insurance Exchange of this city has been revived and it is anticipated that favorable action will be taken at an early date. Several months ago the proposal was voted down. Since then it is understood that the branch office has agreed to make certain concessions clearing the way for a satisfactory adjustment of the situation.

One of the rules of the local board is that when business is brokered by members it must be placed with an agency affiliated with the body and not with one on the outside. If the Travelers branch office came in, it would have to abide by this rule. The branch office of the Aetna Life was admitted to membership in the board early this year.

Richmond Exchange Annual Meeting

RICHMOND, VA., June 7.—The annual meeting of the Insurance Exchange of Richmond set for July 8 will be held at the Richmond Yacht Club. The committee on entertainment comprises Fred W.

NATIONAL SERVICE

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FIRE INSURANCE COMPANY

Hartford
WESTERN
DEPARTMENT
Chicago

The
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St. Louis U.S.A.

Last word in hotel construction and service.

RIGHT in the center of business and theatre districts, and convenient to all railroad, street car and bus lines.


Has the quiet refinement of an exclusive club.

Everyone of its 400 rooms has a bath. Circulating ice water, large closets, bed lamps, morning paper under the door, and other unusual features.

Rates from \$3.00
price posted in each room

Charles Heiss
Managing Director

an Hotel of Distinction



F. R. Ormaby, Pres. G. E. Hutchings, Secy. Joseph Winick, Treas. and Asst. Secy.

Industrial Fire Insurance Co.

Akron, Ohio

January 1, 1927

Capital \$300,000

Surplus to Policyholders \$447,088
Total Admitted Assets \$1,335,988

An Ohio Company writing Business through Ohio Agents. Why not represent an Ohio Company?

AGENTS WANTED!**FOR THE UP TO THE MINUTE AGENT**Colors
Blue
Red
Green
GoldAny Design
Any ShadeORDER YOUR NEXT SUPPLY
FROM DAVENPORT-TAYLOR MFG. CO., 413 ORLEANS ST., CHICAGO
OR FROM THE NATIONAL UNDERWRITER, CHICAGO

Do your fellow agent a good turn—get him acquainted with The National Underwriter, the real insurance newspaper.

"A Staunch and Reliable American Company"

Assets, \$2,444,182.35

WM. T. BENALLACK, Superintendent of Agents, DETROIT, MICH.

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E. J. BOOTH, Vice-President
F. A. SCHULTE, Treasurer
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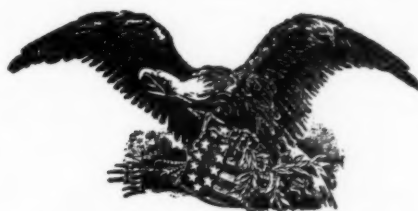
47 Years of "Honorable Indemnity"

Surplus to Policyholders, \$1,888,444.34

RATE REDUCING APPLIANCES

Non-Explosive Safety Cans and Automatic Oil Waste Cans

Each can bears the label of the Underwriters' Laboratories and the Associated Factories Mutual Fire Insurance Companies.

Justrite Manufacturing Co.
2867 Southport Avenue, Chicago, Ill.*Its Name Indicates Its Character**Operating Along Sound Lines***AMERICAN NATIONAL FIRE INSURANCE COMPANY**

8 East Long Street COLUMBUS, OHIO

Capital \$500,000

CHARLES G. SMITH, President
JESSE E. WHITE, Vice-President JOHN A. DODD, Vice-Pres. and Sec'y
GEORGE E. KRECH, Secretary
ALLEN W. FLEMING and E. PHILLIP GUSTAFSON, Assistant Secretaries**Progressive, Yet Conservative****COMPLETE PROTECTION***"If it's Automobile Insurance—We Write It"*

Whatever the need for automobile protection, a Union automobile agent or broker can render complete service. Here are the coverages this company writes:

FIRE
THEFT
LIABILITY
PROPERTY DAMAGE
COLLISIONFull Coverage
50% Retention
Fender Restriction
Deductible**UNION AUTOMOBILE INSURANCE COMPANY**

HOME OFFICE, UNION INSURANCE BUILDING, 1008 WEST 6TH ST., LOS ANGELES

Assets December 31, 1926.....\$2,435,262.09

Clintman, Otis M. Alfrend, Robert W. Cole, Saunders Brooks, F. V. Berry.

Florida Blue Goose Elects

J. K. Spader of Orlando, Fla., has been elected most loyal gander of the Florida Blue Goose to succeed R. E. Currier. Other officers elected at the annual meeting and initiation held in Orlando are: William J. Young, Tampa, supervisor; J. A. Mable, Orlando, custodian; F. W. Brundick, Jr., Orlando, guardian; Charles M. Goodman, Orlando, keeper, and C. R. Dickinson, Jacksonville, welder. Delegates to the grand nest meeting at Dallas are W. F. C. Fellers and P. Beale Travis, and the alternates are Dorsey T. Davis and T. T. Talley, Jr.

Lower Rates Denied

Representatives of the Southern Furniture Manufacturers Association and the Southeastern Underwriters Association met with Stacy W. Wade, insurance commissioner of North Carolina, last week to discuss the matter of reducing the rate on furniture factories. Following the meeting the underwriters announced the rate will not be reduced and stated the loss ratio on that class in North Carolina has been in excess of 80 percent for the last eight years.

Florida Bills Killed

In the Florida legislature, which adjourned last week, bills were killed which proposed a state fund for insuring all schools, creating the office of fire marshal, regulation of insurance rates and taxing adjusters. An arson bill was passed.

See Good Year in Kentucky

LOUISVILLE, June 7.—As a result of higher rates and much smaller losses, companies in Kentucky are looking forward to a good year. Fire losses are running very small, in fact smaller than for seven years. This is partly due to companies pulling out of hot towns and scanning risks more closely, until it is hard to insure pig iron under water where previous experience has been bad. Again the very wet season was had a tendency to hold down fires. Except for very numerous windstorm losses over the past month adjusters would have very little to do in many instances.

S. M. Williamson & Co. Hosts

The S. M. Williamson & Co. agency at Memphis, Tenn., celebrated its 30th anniversary last week with a banquet to the office employees and visiting executives.

Files Suit Against Palmetto

SPARTANBURG, S. C., June 8.—The suit filed by P. Lester Hawks of Greensboro, N. C., against the Palmetto Fire and the Fidelity Fire of Sumter, S. C., has been transferred from the Guilford superior court to the United States court for the middle district of North Carolina. Mr. Hawks is attempting to collect damages amounting to \$26,290 from the two companies, alleging that they broke contracts with him as their general agent in North Carolina. He claims that the business and good will he built up while he was general agent from June, 1925, to February, 1927, was lost when the companies reinsured their business in the Automobile of Hartford, resulting in damage to him in the amount of \$18,490 in the case of the Palmetto and \$5,799 in the case of the Fidelity.

Gives Policies as Golf Prizes

LOUISVILLE, June 7.—The Chapman Insurance Agency on Decoration Day offered an insurance trophy for low net and runner-up scores at the Audubon Country Club in the golf events, the first prize being a standard \$7,500 accident policy and the second prize one of the new United States Casualty "Uscasco" \$5,000 accident policies. There was a tie for low net, which will result in a play-off later.

Will Plant in Board Agency

LOUISVILLE, June 7.—The Home of New York, which recently purchased the New Brunswick, has set at rest inquiries as to what it would do with the non-board agency of the New Brunswick in Louisville, where it was planted in the Jefferson, Noyes & Embury agency. The Home has taken up the agency and will plant in a board office.

Fire discovered in the grocery store of B. F. Hill at Belcher, La., destroyed that

place and the stores of Sidney Willer, Planters Mercantile, and Charles Mattassa and damaged five other buildings,

including the Texas & Pacific railroad depot, entailing property losses estimated at \$40,000, partly insured.

ON THE PACIFIC COAST

QUALIFICATIONS BILL VETOED

Governor Refuses Approval of California Measure Sponsored by Association of Insurance Agents

SAN FRANCISCO, June 8.—Governor Young has pocket-vetoed Assembly Bill 1208, known as the agents' qualification bill and sponsored by the California Association of Insurance Agents. The governor held a hearing last week following receipt of a number of protests received since the legislature adjourned a month ago. Casualty companies led the opposition before the governor on the grounds of unconstitutionality and on the further contention that it conflicted with the right of contract. If the bill had been signed by the governor the agency system in California would have virtually been revolutionized. Agents said that opposition also appeared from home offices and that the National Board presented arguments against its adoption.

The governor, while nominally in favor of such a law as the bill proposed, is said to have expressed himself as feeling that the phraseology was such as to cause conflict of interpretation and probable court action to determine its constitutionality. California agents are already preparing improvements on the bill to make it clearer and simpler in its intent and operation.

The so-called cleaners and dyers bill, which will put dry cleaning plants under the supervision of the state fire marshal, was approved by the governor. This bill is expected to reduce materially the hazards of this business and cut down losses from this cause.

Optimistic About Northwest

SAN FRANCISCO, June 7.—Harry L. Simpson, manager for the Connecticut and Westchester at San Francisco, returned from a trip into the Pacific Northwest territory last week. Mr. Simpson consulted with the insurance commissioner of Idaho and was one of the principal speakers before the annual convention of the Idaho Association of Insurance Agents. He is optimistic over the outlook for the business in that section of the country.

"Chronicle" Has Insurance Page

The San Francisco "Chronicle," daily newspaper, has launched a page devoted to insurance, the first appearing June 6. The paper announces to the insurance business that its editorial matter will be in line with its financial information pages, with emphasis on public reader interest rather than for the members of the insurance fraternity.

Won't Recognize Term Rates

SAN FRANCISCO, June 7.—Member companies of the Pacific Board have been advised that the practice of quoting term rates for term policies on San Francisco risks, making computations on a three-year basis, will no longer be recognized. The practice conflicts with the long term rule of the board. In the future all tariff rates quoted for term policies will be figured on an annual basis.

Levison Addresses Brokers

SAN FRANCISCO, June 7.—J. B. Levison, president of the Fireman's Fund, addressed the members of the Insurance Brokers Exchange of San Francisco today on "The Earthquake Insurance Situation." Mr. Levison returned from New York, where he attended the National Board meeting last Monday.

Appoint Coast Managers

The American Equitable of New York has appointed the James F. Cobb Company of San Francisco as Pacific coast manager. Landis & Brickell of San Francisco has been appointed general agent for California for the New York Fire.

Carl A. Henry, who was recently appointed Pacific coast manager for the Knickerbocker when it was licensed to operate in California, completes the representation of the Corroon & Reynolds group on the Pacific coast.

Calls Surplus Line Hearing

SAN FRANCISCO, June 7.—Commissioner Detrick has called surplus line brokers in California to a hearing to be held June 15 on the question of taxation of surplus lines. The two questions he desires to have discussed are those of indemnity insurance and third party liability risks and whether or not they are subject to taxation under the law. Discussion arose in recent months when the question was raised by an official who protested against brokers submitting lines to London without first offering them to a company licensed in this state. Brokers called to the hearing were requested to bring their attorneys with them.

Dornin in Chicago

George D. Dornin of San Francisco, Pacific coast manager of the Springfield Fire & Marine, was in Chicago this week enroute from the head office at Springfield, Mass., to his home.

Not Admitted, but Can Advertise

OLYMPIA, WASH., June 7.—Newspapers may lawfully accept advertising from insurance companies not transacting business in this state, Assistant Attorney General Anderson has ruled.

Mr. Anderson held that the law was not violated inasmuch as the outside companies, while obtaining business from this state, were not actually transacting business in this state.

Confer on Earthquake Rates

SAN FRANCISCO, June 7.—A special committee of the Pacific Board has been holding a series of meetings with representatives of the California Real Estate Association, the bankers' associations and other financial interests on the earthquake insurance situation. Business interests fear that the increased rates on earthquake insurance may be misunderstood and have a poor effect on the investment business.

Coast Notes

Surveys of Spokane, Wash., Missoula, Butte and Great Falls, Mont., are under way by the engineers of the National Board's Pacific Coast office.

Carl A. Henry, general agent on the Pacific Coast for the Sun, returned to San Francisco Monday from the east, where he had been for several weeks.

IN THE MOUNTAIN FIELD

COCHRANE LOST FIRST ROUND

Actual Trial of Colorado Commissioner Before Civil Service Commission Deferred for Week

DENVER, COLO., June 8.—Jackson Cochrane, state insurance commissioner, lost the first round at the opening of a hearing before the civil service commission on charges seeking his removal from office. Attorneys for Charles T. Fertig, state fire rater and president of the State Civil Service Employees Association, who preferred the charges, moved to strike paragraph 10 from Mr. Cochrane's answer. The motion was granted by the civil service commission without argument by attorneys. This paragraph had attempted to show that Mr. Cochrane, in his official capacity, had saved the state \$650,000 in insurance taxes, that he had befriended innumerable widows and orphans, and that he had settled 1,409 insurance claims through his office without court action. The civil service commission held that the paragraph was irrelevant and

had nothing whatever to do with the charges, which dealt only with Mr. Cochrane's violation of civil service regulations as regards employees. After the commission had disposed of the motion the actual trial of the charges was postponed for a week. H. E. Luthé, attorney for Mr. Cochrane, asked for the postponement, saying that Mr. Cochrane had cut his finger and that he was threatened with blood poisoning.

NEWS FROM THE EAST

NEW ENGLAND PROGRAM OUT

Schedule of Events Announced for Summer Meeting at Poland Springs, Me., June 21-23

BOSTON, June 8.—The program for the fifth annual summer convention of the New England Association of Insurance Agents, which will be held at Poland Springs, Me., on June 21-23, has been given out so far as completed by the New England Advisory Board. Indications point to a large attendance and a very full program of events. The program in general is as follows:

Tuesday, June 21

Get-together Dinner, 6 p. m.
Official Welcome by Regional Vice-President Thomas D. Faulkner of Hartford, as Toastmaster.
Welcome to the State, Governor Ralph Brewster of Maine.
Welcome to Poland Springs, Hiram Ricker, Founder of Poland Springs.
Response, James L. Case, Norwich, Conn.
Address by National President Frank L. Gardner, Poughkeepsie, N. Y., on "The National Association of Insurance Agents and New England Ideals and Traditions."

Wednesday, June 22

Annual address of Chairman Thomas D. Faulkner of the New England Advisory Board.
Reports of Secretary and Committees.
Address, "Insurance Publicity," Sidney R. Kennedy, President Buffalo Insurance Co.
Discussion, led by Donald G. North, New Haven, Conn.
Address, "Insurance and the People," James L. Madden, Vice-President Metropolitan Life, formerly manager of the insurance department of the Chamber of Commerce of the United States.
Discussion led by James W. Cook of Providence, R. I.
Address, "Mummy or Empire," Rev. Garfield Morgan, Lynn, Mass.
In the evening there will be dancing and an entertainment.

Thursday, June 23

Five five-minute talks on the general theme, "What Our New England Association Should Mean to: (1) A guest; (2) the press; (3) the companies; (4) a special agent; 5) a local agent.
A representative from the Eastern Underwriters Association will speak on that organization.

Discussion period led by Joseph T. Cole, Portland, Me.
Address by Franklin H. Wentworth, secretary of the National Fire Protection Association, Boston.

Address, "The New England Council and Its Relation to Insurance."

Discussion period led by J. E. Traill of Burlington, Vt.
Closing Address, "What Shall It Profit Us," by Edward M. Allen, Vice-President National Surety and former president of the National Association of Insurance Agents.

During the convention there will be a number of sports programs, including a golf match for the men and one for the ladies, bridge tournaments and other attractions.

Life Man Heads Insurance Society

Peter A. Collins of the Boston office of the Penn Mutual Life was elected president of the Insurance Society of Massachusetts at its annual meeting. Mr. Collins is the first life man to head this society, which is made up for the most part of fire and casualty men.

Other officers elected were: Vice-presidents, Leslie E. Knox, Harley H. Hartford and William T. Jordan; recording secretary, Harold C. Read;

financial secretary-treasurer, Byron M. Allen; directors for two years, Ambrose M. Murphy, Samuel J. Kraft, George W. Berry, Kenneth H. Erskine and Arthur W. Hollis; trustee for three years, James H. Carney; auditors for one year, Percy Upham, Edward A. Quain and Leo M. Slattery.

New England Blue Goose Elects

BOSTON, June 8.—The New England Blue Goose, at its annual meeting last week, elected Walter R. Rhyen, special agent of the North British & Mercantile, most loyal gander. He heads a staff which has been elected almost entirely from the younger field men and includes the following officers: Supervisor, C. A. P. Johnson, special agent, Travelers Fire; keeper, John F. Driscoll, state agent, Atlas; welder, W. T. Wilbert, special agent, General Fire; custodian, Ralph K. Ives, special agent, Aetna Fire. Mr. Rhyen came to Boston some four years ago from the Western Actuarial Bureau. F. F. Porter, state agent of the Phoenix Assurance, was elected delegate to the grand nest convention at Dallas next October.

A dinner followed the business meeting and an inspirational address was delivered by E. C. Ryan, executive special agent of the Hanover Fire for the suburban New York district and deputy most loyal gander for the eastern district. It was announced that the New England pond would hold an outing sometime in July.

Connecticut Convention Speakers

At the mid-year meeting of the Connecticut Association of Insurance Agents at New Britain, June 8, the speakers will include Col. Howard P. Dunham, state insurance commissioner; Henry Trumbull, who will tell how the New England Council and the insurance man can work together for the betterment of Connecticut and New England; and Walter H. Bennett, secretary of the National Association of Insurance Agents. Louis

Arnold of Willimantic is president of the Connecticut Association.

Automobile's New York State Shifts

A shift in the special agents of the Automobile of Hartford is being made in New York state. Kenneth T. Cookingham, now located in Syracuse, will transfer his headquarters to Albany. Mr. Cookingham had the state of Maine before being transferred to Syracuse. He takes the place of Special Agent H. H. Kinsman, who resigned to go into business for himself.

Special Agent J. G. Currie is being transferred from Buffalo to Rochester, while Special Agent E. I. Smith will remain in Syracuse. These three special agents now cover the entire territory in place of the four previously assigned.

Boston Agency Transfers

BOSTON, June 7.—Arrangements have been made for the transfer of the Atlas Assurance representation for the Boston and metropolitan district from Edward D. Blake & Co. to John C. Paige & Co. The change was made, it is stated, in order that the Atlas might secure a larger volume of business.

Announcement is also made of the transfer of the Boston and metropolitan representation of the Independence Fire from Joseph E. Downey Company to the John Paulding Meade Company.

New England Notes

Frederick Miles Lincoln, one of the oldest insurance agents in Hartford, died last week of heart failure. Although devoting the latter part of his business career more to real estate and investments, he had been engaged in developing insurance for over 40 years in Hartford.

A. W. Campbell, secretary of the United Mutual Fire of Boston, and Mrs. Campbell, returned this week from a month's honeymoon spent in England, Scotland, France and Jersey. Mr. Campbell and Miss Ellen Earnshaw were married in Weston, Mass., April 12, and left immediately for a trip abroad.

IN THE CANADIAN FIELD

WINNIPEG AGENTS' MEETING

John R. Morgan Elected Chairman for Coming Year—Presentations Made to A. H. S. Stead

WINNIPEG, June 8.—The annual meeting of the Winnipeg Fire Insurance Agents Association was held June 3, when 120 members attended the luncheon. Alexander Burgess presided and outlined the activities of the work accomplished the past year. A marked increase in the number of members took place, and the membership is now 141.

Officers elected for the ensuing year were: John R. Morgan, chairman; W. J. Steer, vice-chairman. The executive committee includes V. F. Kinahan, W. H. Daniels, W. G. Bower, C. W. O. Lane and L. M. Moffat.

After the business session Secretary A. H. S. Stead was presented with a purse of gold, on the occasion of his recent marriage. W. T. Kirby made the presentation in a very graceful speech, congratulating Mr. Stead and extending the best wishes of the committee to both Mr. Stead and his wife.

F. J. L. Harrison, president of the Western Canada Fire Underwriters Association, who was also present, performed a similar agreeable task for the members of that organization and paid tribute to Mr. Stead's services, extending over a number of years. As a mark of the high esteem in which he was regarded by the members, he was presented a very beautiful silver tea service with tray. Mr. Stead made appropriate replies, expressing his thanks for the kindness displayed by both associations to himself.

Canadian Fire in Oregon

WINNIPEG, June 7.—James A. Dowler, secretary of the Canadian Fire, has just returned from a visit to San Francisco, Los Angeles, San Diego and Portland, Ore. The Canadian Fire has been established in California for some time and the business obtained the past 12 months

has exceeded the highest expectations. Harris & Watson, with offices at Los Angeles, San Francisco and Oakland, are United States managers.

Mr. Dowler opened up the Oregon territory on this trip by establishing an office at Portland.

Appointed General Agents

Weber Brothers Agencies, Edmonton, Alta., have been appointed general agents for the Province of Alberta of the National-Liverpool Underwriters Agency.

Muldaur Speaks in Winnipeg

WINNIPEG, June 7.—George B. Muldaur, general agent for the Underwriters Laboratories, traveling under the auspices of the United States Chamber of Commerce, addressed the Lions Club here June 9, and will also address a special meeting of various organizations in the city June 10 on "The Underwriters Laboratories Work."

Forest Fires in Quebec

Several forest fires are reported this week to have stopped operations temporarily on many of the leading holdings in the Rouyn gold fields in Quebec and workers in the affected areas have been forced to flee to the lakes for safety. Power lines are down in Rouyn and the town is without light and telephone communication has been disrupted. In one section the flames extend over a 16-mile front.

Licensed for Additional Lines

The Stuyvesant has been licensed for fire, tornado and sprinkler leakage insurance in the Province of Alberta.

The St. Paul-Mercury Indemnity has been licensed for automobile insurance in the province of Ontario.

Canadian Losses Compared

According to the "Monetary Times," fire losses in Canada for the week ending May 25 are estimated at \$547,200, as compared with \$270,975 for the corresponding week of 1926.

Canadian Notes

G. R. Johnson, Edmonton, Alta., has

been appointed to represent the Connecticut Fire.

W. P. Rails, Prince Albert, Sask., has been appointed to represent the American Central.

Cooks, Ltd., Moose Jaw, Sask., has been appointed to represent the Westchester Fire.

Chapman-Slessor Agencies, Edmonton, Alta., have been appointed to represent the Sentinel Fire.

H. Huxley, Lloydminster, Sask., has been appointed to represent the Providence Washington.

The D. A. Smith Agency, Lethbridge, Alta., has been appointed to represent the Fireman's Fund.

MOTOR INSURANCE NEWS

LANSING COMPANIES MERGED

Wolverine and Michigan Employers Casualty Combine as One Full Coverage Automobile Insurance Carrier

LANSING, MICH., June 8.—Unanimous approval was given last week by stockholders of the Wolverine and the Michigan Employers' Casualty of Lansing to the plans of the directorate for merging the interests of the two concerns through discontinuing the latter carrier entirely and reorganizing the former on the basis of a full coverage automobile company. Immediate steps will be taken toward perfecting the arrangement, according to Robert K. Orr, who has been president of the both companies and who will continue as head of the new organization. July 1 has been set as the effective date and it is expected that the necessary papers will be filed in the very near future for reincorporation of the Wolverine as an automobile-writing company. This company was originally incorporated as a fire company but it has never handled much straight fire business. It has concentrated on automobile business, assuming part of the lines, according to its powers, and turning over the remainder to the casualty running-mate.

Both companies have found the automobile field the most profitable of any line attempted, according to President Orr and it was for this reason that it was eventually decided to merge the two carriers into a single auto company. It had been felt for some time that notable economies could be effected and greater unity of action secured if both companies were unified. While there was some sentimental attachment to the workmen's compensation business of the Michigan Employers' Casualty, because of the fact that this concern was the first Michigan company to enter the field following passage of the state's compensation law, there was but rarely any profit argument in favor of such a continuance. In only one year within the past several did the compensation business prove really profitable. Mr. Orr said, the company merely breaking even the rest of the time. The compensation business has, however, finally been made to yield a profit, it was admitted, as it has been sold, although the identity of the buyer and the price paid were not disclosed.

Capitalization of the reorganized company was not announced at this time, as it was said that the amount of surplus had not been fully decided. No expansion is contemplated for the present outside of a more intensive working of the Michigan and Ohio fields, the two states in which the company is now entrenched. Officers of the new company, as approved by the stockholders at the recent meeting, are as follows: Robert K. Orr, president; J. T. Watkins, first vice-president; Clarence E. Holmes, second vice-president; C. C. Austin, secretary; H. C. Fineout, and H. A. Platz, assistant secretaries. The first four officers, together with the following, make up the directorate: R. E. Staebler, W. N. Sweeney, D. M. Parsons, A. R. Gillies, and Fred B. Perry.

Continues in Some States

Although the American Central of St. Louis has discontinued writing automobile insurance in the larger section of the country, it will continue to transact the line in Texas and on the Pacific coast.

FARM BUREAU IN AUTO FIELD

Iowa Organization Launches Insurance Plan, Through State Farm Mutual of Illinois

DES MOINES, June 8.—The Iowa Farm Bureau has launched a state-wide automobile insurance service, applicable only to its membership. The plan was formulated through the federation insurance department. The new order is effective at once and the entire membership will be advised as to the conditions imposed. Earl Wisdom of Des Moines is director of insurance.

The policies issued are to cover collision, public liability and property damage, fire and theft.

This new service to farm bureau members is the result of a year's effort on the part of the executive committee of the bureau and in order to accomplish the results sought the state insurance committee of the organization has taken over the sales agency of the State Farm Mutual Automobile of Bloomington, Ill., for Iowa. The Illinois concern is now cooperating with State Farm Bureaus in nine different states in the mid-west and is featured as a Farm Bureau project. It is announced that sales agencies will be set up at once under a competent and experienced insurance salesman.

Chicago Superintendents Meet

At the June 6 meeting of the Automobile Superintendents of Chicago, D. F. Ablin, president of the Midwest Garage Owners' Association, discussed the matter of owners leaving their cars out in the streets over night and he explained the ordinances in Chicago regarding it. The thief is able to get the car more easily when it is left outside of the garage. He stressed the importance of agents impressing upon the insured the evil effects of such carelessness.

E. G. Whitaker of the Queen announced that G. F. Kleburg, National Sales representative of the Oakland branch of the General Motors, will speak to the superintendents on June 20. He will give a general talk about the General Motors from an insurance standpoint.

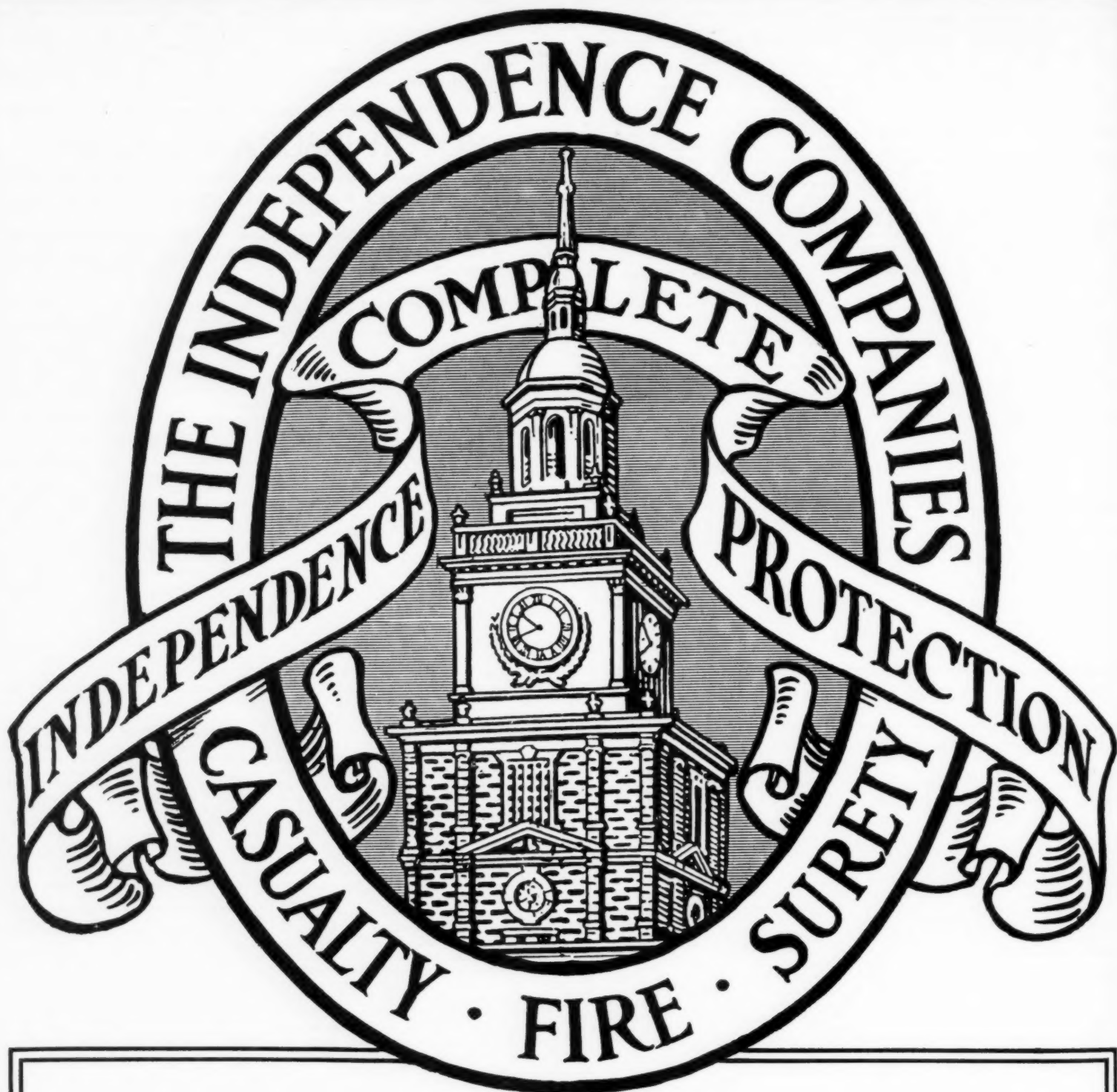
Keep Club Out of Insurance

At a meeting of the directors of the newly organized Genesee Automobile Club of Genesee county, N. Y., it was voted that no insurance plan be permitted to become a part of the club's activities. Charles D. Tuke and Wellington Potter, both insurance men of Rochester, N. Y., were present to tell of the dangers that would attend the embarkation into the insurance business. The attempt to write insurance through the club was made by E. S. Belknap, Jr., secretary of the club, who went to Genesee county a few weeks ago to undertake the organization of the club.

Sammis with Coast Conference

SAN FRANCISCO, June 7.—H. D. Sammis, since 1921 manager of the automobile department for the North America on the Pacific Coast, has been appointed assistant manager of the Pacific Coast Automobile Underwriters Conference to succeed William T. Barr, who resigned to become Pacific Coast manager of the Commercial Casualty. Prior to entering insurance Mr. Sammis was connected with various public rating commissions in California and Nevada. Kenneth Brown, superintendent of the automobile department of the Fireman's Fund, has been elected to succeed Mr. Sammis on the rates committee of the conference.

The executive committee of the National Fire Protection Association will be held June 29.



The phrase "Independence Complete Protection" is a slogan in many of the leading agencies of the country. It is truly descriptive because it stands for more than fifty forms of coverage, backed by ample resources and "human relations."



The INDEPENDENCE COMPANIES

Home Offices — PHILADELPHIA

CHARLES H. HOLLAND, President

Casualty Insurance • Surety Bonds
Fire Insurance



→ These Companies maintain Human Relations with their Agents, Brokers and Policyholders ←

The National Underwriter

June 9, 1927

CASUALTY AND SURETY SECTION

Page Thirty-Seven

SHOWDOWN DUE TO BE MADE IN FEW MONTHS

Stock and Non-Stock Company
Argument on Minimum Rated
Risks Not Yet Ended

TARIFF CAUSES TROUBLE

Stock Companies Determine to Collate
Experience for Two More Years to
Learn How to Proceed

NEW YORK, June 8.—A "show-down" between the stock and the non-stock carriers holding membership in the National Council on Compensation Insurance may be expected within the next few months if the demand of the stock men for an increase in minimum rated risks is again denied. Following careful tabulation of the experience of the stock carriers with this class of business in seven representative states it was clearly demonstrated that the existing tariffs were inadequate. The stock men asked that the council sanction the advance. The mutual company representatives on the rate committee of the organization voted as a unit in opposing the request, thus creating a deadlock, which was broken by the adverse vote of C. W. Hobbs, representative of the National Convention of Insurance Commissioners in the council.

The stock men then determined to collate the experience on minimum rated risks for two additional years. This work is now in progress and will likely be completed early in September. Because of the expense involved in compiling the further data, requiring as it would the employment of additional expert help, several of the companies objected to undertaking the test, though they have since agreed to do so.

Placements Made Difficult

The refusal of the council to grant the rate increase asked for has made it increasingly difficult for local agents throughout the country to place their minimum rated risks. The probability is that they will find it virtually impossible to do so if the council persists in its present attitude.

A number of the leading stock carriers have fixed minimum premiums below which they will not write. All are taking such business purely as an accommodation and with the proviso that it be accompanied by enough good risks to make it all palatable.

Non-Stock Carriers Not Interested

The non-stock carriers belonging to the National Council write but a small percentage of minimum rated risks, confining their acceptances to large premium lines. Hence they have no direct interest in increasing rates on the former, well pleased at the idea that they are carried by the stock organizations at a loss.

This "dog in the manger" policy has thoroughly incensed the stock men, who in growing number are endorsing

MARYLAND OFFERS TO TAKE MASSACHUSETTS BUSINESS

BINDS MANUFACTURERS RISKS

Receivership of New Jersey Company
Makes Trouble for Policyholders
Under Compulsory Law

BOSTON, June 8.—All the liability business in Massachusetts of the Manufacturers Liability of New Jersey, which recently went into the hands of a receiver, amounting to some \$250,000 in premiums and including the compulsory liability cover for some 6,000 or 8,000 motorists in this state, has been offered binders by the Maryland Casualty through its resident managers in Boston, Henry K. Metcalf and Harry I. Fagan, dating from June 2, with the exception of some business handled by one of the sub-agents of the Manufacturers.

Business Not Reinsured

The Maryland Casualty has not reinsured the Manufacturers but in the case of the Massachusetts writings is binding the business and issuing its own policies in place of the Manufacturers, on payment of premiums for the balance of the year. Alfred N. Labrecque of Quincy, who was an agent of the Manufacturers Liability, has rewritten the business he had in the company with the Norwich Union Indemnity.

R. G. Sykes, who was state agent of the Manufacturers Liability, has become a general agent connected with the Boston office of the Maryland Casualty and will expedite the transfer of the risks to the Maryland Casualty, taking them on as new business.

Massachusetts Policies Voided

The Massachusetts department revoked the license of the Manufacturers June 2, thus making void all compulsory automobile policies as well as all other policies of that company in Massachusetts. Under the law the registrar of motor vehicles would be compelled to revoke all automobile registrations of

the thinly veiled suggestion of Vice-President G. F. Michelbacher of the Great American Indemnity that they withdraw in a body from the National Council and formulate their own rates and regulations, as was the case a number of years ago.

It is recognized that any such effort would encounter bitter opposition from the state commissioners, at whose suggestion the union of forces between the stock and the non-stock carriers was formed. Company executives would be willing to meet this opposition rather than to have their operations hampered longer by a class of institutions conducted along fundamentally different lines, and with which they have very little in common. While the mutuals and reciprocals holding membership in the National Council write but a fraction of the compensation business of the country, they are given an equal voice with the stock men in determining rates and general policies. As was the case early in the present year, they do not hesitate to exercise their power to the serious detriment of their stock competitors.

CHANGE IN DATE OF CASUALTY CONVENTION

CONFLICT IS THUS AVOIDED

White Sulphur Springs Meeting Will
Be Held Oct. 4-6, Thus Not Interfering with Commissioners

Owing to a conflict of dates the International Association of Casualty & Surety Underwriters and the National Association of Casualty & Surety Agents have announced a change of time for the big annual convention at White Sulphur Springs from Sept. 27-29 to Oct. 4-6. There will be no change in the convention plans other than the date. The National Convention of Insurance Commissioners will hold its convention the week previous in Cincinnati. When the insurance commissioners decided on their date the casualty people felt that their convention time should not conflict as so many casualty and surety men desire to attend the commissioners meeting.

E. A. St. John, president of the National Surety, is president of the International Association of Casualty & Surety Underwriters and Charles H. Burras, manager of the National Surety at Chicago, is president of the agency organization. There will be a number of meetings and conferences Oct. 3, the day before the big meeting starts.

motorists insured in the Manufacturers Liability unless they immediately furnish certificates of insurance taken out in other licensed companies.

The Massachusetts department has been deluged with calls and letters from Manufacturers Liability policyholders among the motorists. The only satisfaction the motorists can obtain is that they must insure over again in some liability company licensed in Massachusetts or lose their automobile registration plates.

Must Wait for Return Premiums

Whatever claim the unfortunate motorist may have to the return premium for the balance of the year or for losses is a matter which must await the action of the receivers of the Manufacturers Liability and will be adjusted when the affairs of the company are settled. A representative of the Manufacturers Liability in Boston this week declared that he believed the company would be able to meet all of its claims 100 percent. The company is impaired about \$200,000, caused, it is claimed, by the reserve requirements on the \$1,000,000 or more of new business the company has written since Jan. 1.

The compulsory automobile liability insurance law of Massachusetts works a double hardship on those carrying policies in the company, inasmuch as it compels them immediately to pay for new insurance for the balance of the year or suffer the loss of the use of their cars.

Florida Bills Killed

In the Florida legislature, which adjourned last week, the following insurance bills were killed: State fund workmen's compensation and workmen's compensation without state fund, state fund compulsory automobile.

SURETY ASSOCIATION TO ENFORCE ITS RULES

Strengthens Organization by
Adoption of Resolutions Forbidding Any Deviation

NO SPECIAL PRIVILEGES

All Members of Growing Body Are
Required to Give Strict Obedience
to All Provisions

NEW YORK, June 8.—Through prompt and unanimous adoption of the subjoined resolutions, previously prepared by the executive committee of the Surety Association of America, members of that body at an unusually well attended gathering here several days ago evidenced their determination to maintain the organization in a thoroughly virile condition, and to brook no deviation from its rules on the part of any member company regardless of the company's importance. The new resolutions stipulate:

"That all members of the association must obey the rules of the association and that no special privileges shall be granted any member company; the resignation of any member company unwilling to obey the rules shall be accepted.

"Outsiders" Are Hit

"That in no case shall any reinsurance be granted to any company not a member of the Surety Association of America, and

"That no member company shall become co-surety on any bond or suretyship obligation with any company not a member of the Surety Association of America, and

"That any existing rules and regulations of the Surety Association of America which may be in conflict herewith be, and the same hereby are, repealed."

Rule Violations to Cease

While the resolutions in the main simply reaffirm the long established position of the association, their emphatic restatement at this time disposes of the theory maintained in certain quarters that the organization was disposed to wink at some rule violations in the interest of general harmony, and gives emphatic notice that every regulation of the organization must be adhered to in letter and in spirit, else the resignation of any offending office will be promptly called for.

The adoption of the resolution refusing to accept reinsurance from or to become co-surety with any non-member company upon an obligation means that non-affiliated institutions can no longer look to the big companies of the business for assistance in carrying large bonds. The practice heretofore followed of accepting reinsurance from such organizations, and allowing a 5 percent commission thereon for general

lines, with 2½ percent for blanket bond covers, is now taboo.

Other Matters Dealt With

Aside from the consideration of the resolutions above noted, the important matters dealt with at the meeting were, credit allowance upon forgery bond rates for the use of check writing machines and safety paper; extensive and demoralizing rebating on contract bond business in Iowa; and the contract bond rate situation generally.

With respect to forgery bond rate credits it will be recalled that the Metropolitan Casualty over 12 months ago granted a discount to those of its forgery bond clients using checking devices and safety paper, on the theory that these materially reduced losses on the business and that due recognition thereof should be given in the rates. When the association failed to approve the action of the company the Metropolitan Casualty promptly offered its resignation. This was laid on the table, the organization members feeling that the conflict between the office in question and its associates could be satisfactorily adjusted.

Metropolitan's Resignation Withdrawn

On behalf of the Metropolitan Casualty, its president, J. Scofield Rowe, withdrew its resignation. The association appointed a special committee to make a thorough investigation of the forgery bond business, particularly to determine the reduction in the general loss ratio that might be expected from use of checking machines and safety paper, and when this information is tabulated to refer the matter with recommendation to the Towner Rating Bureau as a basis for revised rate-making for the class. It was stipulated that check writing machines must be submitted to the Underwriters' Laboratories to determine their relative efficiency.

As members of the investigating committee, E. C. Lunt, vice-president Great American Indemnity; W. M. Smith, vice-president Aetna Casualty; and George E. Hayes, vice-president Union Indemnity, were selected, with the National Surety and the Metropolitan Casualty as ex-officio members.

National Surety Has Led

The National Surety has specialized in the writing of forgery bonds and has the biggest premium income from the business. The Metropolitan Casualty and the United States Fidelity and Guaranty also are driving in the same direction and each is writing a rapidly increasing volume. Other offices have been eager to embark in the line but were unwilling to do so until the situation with respect to rate credits was clarified; hence the general insistence that the association settle the controversy and determine a general policy. This has now been done, and once revised rates are issued (a standard form of bond already having been adopted) the probability is that there will be many new Richmonds in the forgery bond writing arena.

A determined effort is to be put forth by the association to stop the widespread rebating that has been practiced in Iowa for several years past, and which has now reached a condition that can no longer be tolerated, as it threatens to spread to allied casualty lines.

Rebating Obviated

Under a regulation adopted at the meeting, agents of all organization companies will be required to certify in connection with each contract bond application that no rebate or special inducement of any kind has been offered or will be paid. The aid of the Iowa association in carrying out the new requirement will be sought, and it is confidently anticipated, will be rendered. The local men are fully as interested as are their companies in stamping out a practice that not only reduces the incomes of the offices they represent, but their own as well. Just why the conditions in Iowa were allowed to drift

NATIONAL SURETY PLANS TO INCREASE CAPITAL

NEW STOCK TO BE ISSUED

Company's Capitalization to Be Raised from \$10,000,000 to \$15,000,000—Demands of Business Basis of Move

NEW YORK, June 7.—Late last week the special meeting of the board of directors of the National Surety unanimously voted to recommend to the company's stockholders that the capital stock be increased from \$10,000,000 to \$15,000,000 through issuance of 50,000 shares of additional stock for subscription by stockholders at \$150 a share.

For some years the National Surety has been the outstanding company of its kind. Increase of capital has for some time been thought advisable because of the increased demand for burglary and hold-up insurance, surety bonds, and fraud, forgery and credit coverages.

As a result of the new stock issues the National Surety will have a considerably larger combined capital and surplus than has any other surety company.

Great Strides Made

When in 1904 William B. Joyce assumed the presidency of the National Surety the company owed a considerable sum in claims and had a capital of only \$500,000. By inaugurating aggressive selling methods and through being careful in underwriting and in building up the company's reputation for paying obligations promptly, Mr. Joyce put the National Surety on a sound basis and started it on the road to its present success. In 1907 he started the company on its campaign to put an end to the unwise management of almost all surety companies then operating, and was in a large measure responsible for the establishment of the Surety Association of America and the Towner Rating Bureau.

The National Surety has made a splendid record in developing the surety field and in providing the many forms of protection now available to the nation's business interests. During the last 30 years the company has paid more than \$85,000,000 gross in losses to policyholders. During the same years the stockholders of the company have received a good return from their investments. The present increase in capital is in line with the company's policy of keeping its capital consistent with the demands of the business.

into their present deplorable state no one here seems to understand. The situation has been going from bad to worse for several years, despite the effort at reform made from time to time. Company executives are now thoroughly in earnest in their determination to bring order out of chaos, and will move quickly to that end.

Most Efficient Organization

Though general contract bond conditions were discussed, no decision with respect thereto was reached, the subject going over for further review at the meeting to be held here July 13.

During the course of the gathering last week, W. B. Joyce, chairman of the board of the National Surety and of the New York Indemnity, made an earnest plea for the observance of approved underwriting practices and for the loyal support of the association, which he declared the most efficiently conducted organization in the underwriting field. He said it has been a bulwark of strength to the surety fraternity ever since its formation. His sentiments were cordially endorsed by his associates.

William W. Kennard, for some years chairman of the department of industrial accidents of Massachusetts, has been reappointed by Governor Fuller.

COMMISSION INCREASE CALLED FOOLISH MOVE

DISSATISFACTION APPARENT

Compensation Changes in Plate Glass Line Cause Contention and Give Rise to Conflicting Practices

Two attitudes toward the increase in commissions for plate glass business from 25 to 30 percent, which went into effect June 1, are revealed by heads of the Chicago offices of the companies affected. The most generally held is that the increase in commissions upward was a very foolish move and that it does not solve the problem of bringing the non-conference companies into line, because there is nothing to prevent these companies from increasing their commissions to 35 percent or more, according to what their returns from the business will bear. Those who hold this opinion believe that the outside companies can best be combated by a decrease in the rates on this class of business. A decrease of 5 percent in the rate is suggested as a temporary measure. The rate later can be stabilized at a point lower than it now is and the companies can still make money, it is pointed out.

No Chicago office, however, can be expected to take the initiative in the matter of lowering rates. The commission increase was a move made by home offices in the east, and the Chicago offices can do nothing but follow the rules laid down.

Some Favor New Rule

The other attitude is that since not all conference companies have been adhering to the 25 percent commission rule, it is best to put commissions at 30 percent and leave them there. It is pointed out by those who believe this is proper practice that if the conference companies attempt to go on the 25 percent basis before all get together on it and adhere rigidly to the rules they establish, there will be disaster. Some managers say that general agents are in some part responsible for putting commissions back to 30 percent. They have been forced to do it to get business. These men say that the brokers are in rebellion principally because they have been accustomed to getting 30 percent for many years and naturally object to having their habits changed.

The plate glass line always has been one of the best casualty lines. Writing and adjusting this class of business is a comparatively simple matter and almost all companies writing it have made money year in and year out. Almost all the arguments among companies that have arisen over the line have been based on commissions rather than rates.

One Chicago manager said that his company through adhering to the 25 percent commission rule dropped approximately \$50,000 in premiums to the outside companies in 1926 and has dropped a considerable amount so far in 1927. He said he believes that if the conference companies keep commissions at 30 percent, the outside companies will cause very little trouble, as there is money in the business for all and the outside companies will be satisfied to let well enough alone.

Travelers Boston Changes

James D. Clare, who has been connected with the Travelers for 17 years, ten of them with the Boston office, and who is well known as assistant manager of the accident and life department there, has resigned that position and taken an agency contract with the company through the Boston office.

T. G. Murrell, who has had experience in both field and organization work and is now the assistant manager in charge of the Travelers branch at Waterbury, Conn., has been transferred to Boston as branch manager of the life and accident departments.

MISSOURI STATE LIFE ISSUES NEW POLICY

HAS AIR TRANSPORT FEATURE

Company Has Gotten Out Accident Policy Which Has Number of Interesting Features

The Missouri State Life has gotten out a new accident policy, "Sterling Accident Form P. M.," which is designed to bring the maximum of accident insurance protection to the average man and woman for the minimum premium consistent with good business practice.

The principal sum is \$1000 while the monthly indemnity payment is \$100, commencing on the date of the accident and continuing for the entire disability period. The principal sum is also paid for loss of both hands or both feet or sight of both eyes, for the loss of one hand and one foot, for loss either hand or foot and sight of one eye. Two-thirds of the principal sum is paid for the loss of either arm or leg, one-half for loss of either hand or foot or the sight of one eye and one-fourth the principal sum for the loss of thumb and index finger of either hand.

Monthly Indemnity Plan

The payment of the \$100 monthly indemnity continues so long as the disability prevents the insured from performing any and every kind of duty pertaining to his occupation for 12 months and after that time for so long as it is impossible for him to engage in any occupation for wage or profit.

It was pointed out that the indemnities cover injuries sustained while the insured is riding as a passenger in a licensed passenger airplane or a licensed passenger dirigible airship, which airplane or airship is provided by an incorporated passenger carrier and while it is being operated by a licensed pilot upon a regular passenger route between definitely established airports. However, under no circumstances will the company be liable in any amount for injuries sustained by the insured while engaged in or as a result of engaging in aeronautic activities of any kind or character.

Elective Indemnities

The policy also contains a definite schedule of elective indemnities which the insured may elect to receive in writing within 20 days after the date of the accident in lieu of all monthly indemnities. However, not more than one elective indemnity shall be paid for injuries resulting from one accident. The schedule of elective indemnities is interesting.

The policy also contains a definite indemnity up to \$10 if the accident shall not result in disability or other loss. It carries identification indemnity in the sum of \$100. The rates charged for the policy are: \$10 for preferred risks, \$12 for extra preferred risks and \$15 for standard ordinary risks, and \$12 for employed single women rated as preferred in manual.

EMPLOYERS LIABILITY PEOPLE IN CONFERENCE

BOSTON, June 8.—The leading agents of the Employers Liability, American Employers and Employers Fire were here this week for a three-day conference. Manager Edward C. Stone welcomed the agents. Addresses were made by Assistant Manager F. P. Horton, P. W. Linscott of the claims department and H. Belden Sly, vice-president of the Employers Fire. At another session addresses were made by F. W. Martin, superintendent of compensation and liability department, L. A. Dingwell and F. O. Sargeant, assistant manager for New England. There were many entertainment features.

SEE MANY ADVANTAGES IN COOPERATIVE DEAL

Continental Casualty-National of
Hartford Arrangement Promises
Great Development

STRONG BACKING ASSURED

New Carrier To Be Operated From
Chicago Headquarters Has Unusual
Possibilities for Future

The deal whereby the National Fire of Hartford and the Continental Casualty of Chicago will join in handling the National Casualty of Detroit outside of its direct accident and health business coming through its present agents is one of the most important co-operative arrangements that have been consummated. It is but another straw showing which way the current in fire and casualty insurance is moving.

One of Important Companies

The National Fire is one of the aggressive companies of the country, exceedingly well managed and having a troop of auxiliary fire companies. Its subsidiaries are the Mechanics & Traders of New Orleans, the Franklin National and Transcontinental Fire & Marine of which H. G. B. Alexander & Co. of Chicago are United States managers. The National Fire also has the Colonial Fire Underwriters Agency whose policies it guarantees. It likewise operates the Columbia Fire Underwriters of Omaha, and the Forest City Underwriters of Rockford, Ill. It is through the link of the Transcontinental that the Continental Casualty and the National Fire are joined. The Transcontinental was financed by the National Fire. H. G. B. Alexander & Co., the managers, are closely allied with the Continental Casualty, Mr. Alexander being the president of the company.

Sought Casualty Running Mate

The National Fire undoubtedly desired a casualty running mate. The question in the mind of its management was whether it should organize a new company of its own and operate it in conjunction with the National Fire from Hartford, or whether it should form an alliance with an existing company. As is known a number of fire companies have organized casualty running mates and have built up home office and field staffs. The National felt that its ends could be met to better advantage by linking up with an existing company and having a cooperative agreement. It was first thought to bring the Continental Casualty and National Fire together. However, it was found difficult to adjust agency representation because both companies are well planted in almost all states. The National Fire saw the desirability of having casualty facilities.

Utilize Agency Connections

It seemed far more desirable therefore to secure a company that could at once take advantage of the agency organization of the National Fire and its auxiliaries. The National Casualty writes only accident and health. Therefore, it might be termed a virgin company that was in a position to enter any agency representing the National Fire or its subsidiary companies without embarrassment. In the joint arrangement the Continental Casualty will own a certain amount of National Casualty stock and the National Fire will own a certain amount. H. G. B. Alexander, president of the Continental Casualty, has for some time been a large stock-

COMPANY GIVEN INTO HANDS OF RECEIVERS

CAPITAL FOUND IMPAIRED

D. T. Winter, M. J. Brown and E. I. Edwards Appointed to Take Over
Affairs of Manufacturers Liability

Daniel T. Winter, Myron J. Brown of the Empire Trust company of New York and United States Senator Edward I. Edwards have been appointed receivers of the Manufacturers Liability of Jersey City by Vice-Chancellor Vivian M. Lewis. Action was taken on the application of Edward Maxson, New Jersey commissioner. Commissioner Maxson charged that the company's capital is impaired, the charge being supported by affidavit of President D. T. Winter of the Manufacturers Liability to the effect that the officers and directors of the company realized that appointment of a receiver would best serve the interests of all concerned.

Charge Reserve Insufficient

Commissioner Maxson's charge is to the effect that the company's reserve for losses is insufficient and that its capital is impaired \$200,000. The company reported more than 1,200 suits outstanding against policyholders at the end of 1926, and it is said the reserve does not meet the requirements of the New York suit reserve law. The company has done most of its business in New York City. Recently an effort was made to increase the company's capital by flotation of a \$500,000 stock issue, but this failed.

Company Organized in 1911

The Manufacturers Liability was organized in 1911, under the auspices of the New Jersey Manufacturers Association, with capital of \$200,000 and surplus of \$100,000. Through increases made from time to time the capital had been increased to \$650,000 by the end of 1922. Of this amount \$250,000 had been paid in by stock dividends. The capital was reduced to \$400,000 in 1924, \$250,000 being transferred to surplus.

Formerly on Participating Plan

For a number of years the company did business on the stock-participating plan. From 1916 to the end of 1923 it paid in dividends to policyholders a total of \$1,007,639. To the end of 1922 the company showed an underwriting profit. In the next three years, however, it lost more than \$600,000 on underwriting and had a very bad experience in 1926. It is said the company did a business that was too large for its resources and that in the days of its apparent prosperity it distributed too much of its surplus in dividends. The result was that when, later, its experience became unfavorable it was unable to bear up under the pressure.

holder in the National Casualty. He will retain his personal holdings.

Operate from Chicago

The National Casualty will write all casualty and surety lines that the Continental Casualty handles. The underwriting and handling of the insurance business will be done by the Continental Casualty from its general office in Chicago. The overhead therefore will be cut down materially. The Continental Casualty is well equipped in every department to take on the National Casualty. The head office of the National Casualty in Detroit will continue to write accident and health business as it is now. The new agencies into which it will go will have the privilege of writing accident and health business as well as all other lines which will be cleared through the Continental Casualty.

Double Agency Representation

The conversion of the National Casualty into a multiple line company will

CASUALTY COMPANIES WATCHING NEW SUITS

LOSS OF SERVICE CASES UP

Husbands Make Claim Where Wives
Are Injured in Automobile Accidents
for Considerable Amounts

CLEVELAND, June 8.—Casualty companies are fast realizing that they have a new problem to reckon with in the so-called consortium and loss of services and expense claims brought by husbands as the result of injuries sustained by the wife.

Companies will have to decide what their policy will be with reference to covering this feature on account of the recent decision in the case of Nadler vs. New Amsterdam Casualty Co., in which the Ohio supreme court held that an insurance company was not liable for loss of services and consortium damage awarded the husband.

Recent Case in Cleveland

A case was recently handled in Cleveland with Attorneys Payer, Winch Karch & Kerr, famous negligence attorneys of this city, representing the plaintiff and Attorney John H. McNeal, one of the leading defense lawyers in Ohio, representing several insurance companies, defending.

It was a much heralded trial and the court room was jammed during the eight hours that the trial was in progress. The spectators were mostly local attorneys curious to watch the developments, as it is the first case in two years which Attorney Harry F. Payer had tried personally.

The trial of the woman's case for personal injuries resulted in a verdict for the defendant. Subsequently an action was brought by the husband for loss of services and consortium, alleging damages to the extent of \$15,000.

Impressive Argument Made

The evidence was undisputed that the actual expenses for which the husband was liable approximated \$5,000. The woman was permanently crippled and Mr. Payer made a very impressive argument to the jury as to the husband's loss in addition to the actual medical and hospital expenses, basing his damages on the cost of household service at a minimum of \$15 per week to take care of the household work, which his wife was unable to do on account of her crippled condition. He figured this on the basis of her legal expectancy and pointed out to the jury that the loss would exceed the amount sued for. The loss of service case was tried with the same evidence, with the attorneys having the advantage of the record of the previous trial, only to a different jury and a year later. It is very doubtful if the higher courts will disturb the jury's finding.

What Supreme Court Held

It is reasonable to assume that as the result of this verdict and the publicity given this particular case claims and lawsuits of this nature will be more numerous and more vigorously prosecuted. Many are anxious to learn what the casualty companies are going to do as to covering or excluding these claims under their liability policy, which the Ohio supreme court has held did not cover in the present form.

be of advantage to the Continental Casualty because it will give it the opportunity of entering twice as many general and regional agencies as at present, owing to the restrictions of the acquisition cost agreement. This undoubtedly was one of the factors that interested the Continental Casualty. The acquisition cost agreement sets a limit of general and regional agencies in each state. There is no blanket rule giving

(CONTINUED ON NEXT PAGE)

IS AID TO BUSINESS IN ENORMOUS FIELD

New and Simplified Rating Plan
Promulgated on Contingent
Automobile Liability

4 PERCENT OF FORD RATE

Agents Can Now Easily Handle Class
of Risks First Outlined in
"Casualty Insuror"

Contingent automobile liability insurance for employers is in such great demand that a simplified rating method has been found necessary and has been promulgated. A great factor in the demand was the article in the "Casualty Insuror" of last October, outlining the immense field of insurance opened by the famous Dillon case against the Prudential. Since then some agents have written thousands of dollars in premiums in this line but the old rating method was a great handicap to agents. Hereafter it has been necessary to fill out a questionnaire on the assured's business, get the names of the employees that drive their own cars, with descriptions of the cars, show the number of employees who do not drive their own cars, and submit all the data to the rating bureau for a special rate. Furthermore, the rates have been pretty high.

4 Percent of Ford Rate

The new rating system is the essence of simplicity, and the rate is very low. The new rate for contingent liability and property damage is simply 4 percent of the manual "W" private passenger rates for the territory where the assured's business is located. In other words, 4 percent of the Ford rate. This rate is applied to each employee or agent, regardless of whether or not the agent or employee drives a car, and the total for all employees is the premium for the contingent liability and/or property damage insurance for the employer. Extensive rules are provided in new sheets for the manual dated June 6, 1927.

Simple as Private Car Cover

All the burdensome work formerly necessary to get a rate is thus eliminated. The rating is as simple as for the regulation automobile insurance for private owners. In most cases the reduction in cost is heavy. For example, in one case the rate made by the bureau under the old method resulted in a premium of \$319 for ordinary limits. Under the new rate the premium comes only to \$171, or practically half the old figure.

Immense Volume for Agents

The reduction in rate, with the simplicity in rating, ought to result in an immense volume of new business for agents. The great field is among insurance companies, bond houses, real estate firms, wholesale houses, or in fact among all concerns, large or small, which have a considerable proportion of "outside" men. This includes plumbers and house decorators, whose men are apt to use their own cars in going to work or in running back to the shop for materials; grocers and other small retailers, whose clerks may use their own or other cars for quick delivery on special orders; contractors, who send men out on repair jobs, etc.

Dillon Case Best Example

Of course, the biggest premiums will come from the larger concerns which have salesmen out but do not furnish them with cars. Where a concern furnishes the cars, of course it needs direct insurance and not contingent. The big business of door-to-door retailing, con-

ducted by brush companies, hosiery companies, etc., is a big field in itself for the contingent cover.

The need for contingent insurance can never have a better illustration than the famous Dillon case, which led to the article in the "Casualty Insurer." Requests for the issue containing the article still come in, although it was published last October.

In the Dillon case, an agent of the Prudential was in his own car on his way to the office where he was due to attend one of the educational meetings such as are held in life insurance agencies. His car struck and knocked down an old man, who afterwards died. Suit was brought, not only against McDonald, the agent, but also against the Prudential, on the ground that when the accident occurred McDonald was engaged in the duties for which he had been employed. A verdict for \$10,000 was rendered against McDonald and the Prudential. On appeal the Prudential tried to secure a reversal as to itself on the ground that McDonald was his own master and was free to choose his own means of transportation, and was riding in his own car over which the company had no control.

Appeal Was Unsuccessful

The appeal was unsuccessful and the verdict was affirmed against the company, it being held that where an agent or employee is engaged on his employer's business, the fact that he is free to choose his own means does not free the employer from liability.

The sweeping nature of the decision is startling. The legal section of the American Life Convention, which has more than 100 life insurance company members, devoted an entire session to the subject. Naturally it is highly important to all life insurance companies.

The discussion brought out the fact that principle of the Dillon case is really very old. The Singer Sewing Machine Company was held liable in a similar case in the horse-and-buggy days, in a verdict which was affirmed by the United States Supreme Court as far back as 1889. The National Cash Register Company was also held liable in similar circumstances in the early automobile days, or about 15 years ago.

Sells "at Sight"

Contingent automobile liability insurance sells "at sight." The Edgar Dunlap Insurance Agency of Atlanta, Ga., which has written a big premium volume in this line, described its selling plan as follows for the "Casualty Insurer."

"The method which has been used by us is most simple, in that on certain large concerns that we have approached on this subject we have merely asked them to refer the case number of Dillon vs. Prudential to their attorney for an opinion as to whether or not civil action could be instituted against them by any person injured by an employee of theirs through the use of an automobile. In each case, the prospect's attorney has given us his opinion that action could be brought against them. Therefore, we have you to thank for several thousands in premiums."

The Dillon case is Dillon vs. Prudential, 242 Pac. Rep. (Cal.). The other cases mentioned are Singer Mfg. Co. vs. Rahn, 132 U. S. 518, and Lewis vs. National Cash Register Co., 87 Atlantic 345 (N. J.).

Valuable Paper on Selling

The "Casualty Insurer" is a monthly journal published by The National Underwriter Company and devoted to the selling of casualty and surety and automobile insurance. It has contributed many valuable selling ideas that have been taken up by various companies in their agency papers. One of its most valued features is a showing each month of verdicts in damage suit cases, forcefully demonstrating the need of automobile as well as general liability insurance. A monthly feature also is an up-to-date price list of automobiles, needed by agents in writing fire and theft cover. It deals with all casualty lines as well as liability, automobile and fidelity and surety.

COMBINATION SCHEMES AROUSE MUCH INTEREST

Indicate Growing Trend Toward
Complete Coverage Facilities
for Agents

AVOID HEAVY EXPENSES

Two Recent Cooperative Plans Between
Fire and Casualty Companies
Eliminate Organization Costs

NEW YORK, June 8.—News of the working alliance recently effected between the America Fore group of fire companies and the Fidelity & Casualty, followed as it was within a few days by the announcement that the National Fire of Hartford together with the Continental Casualty of Chicago had secured a substantial stock interest in the National Casualty of Detroit, and that each of the new interests would have a voice in determining the future underwriting policy of the last mentioned organization, has markedly revived interest in the general subject of fire and casualty company combinations, and the experience of offices having such affiliations is being given very attentive study.

May Offer Complete Facilities

Since the Royal blazed the combination trail in 1910 when it launched the Royal Indemnity as a subsidiary enterprise, the drift toward combinations of the same character has been pronounced. It is believed that within the next few years every important fire or casualty company will, either through the medium of a subsidiary corporation or by means of an alliance of some sort, be able to offer its field representatives full coverage facilities for all save life insurance. The combination idea, indeed, may go farther, and arrangements be made by fire and casualty companies with life institutions, whereby local agents can write all classes of business, just as most of the British companies are permitted to do under the liberal laws of their home country. As a matter of fact, many local fire and casualty agents now represent life companies as well, though such connections are direct with the individual offices and not by virtue of company alliances.

Combinations in Effect

Fire companies that have now casualty subsidiaries include the Aetna, Fire Association, Great American, Hartford, Insurance Company of North America, Liverpool & London & Globe, London & Lancashire, National Union, Norwich Union, National, Hartford, Phoenix Assurance, Royal, Royal Exchange, St. Paul Fire & Marine, Sun of London, and the Yorkshire. On the other hand casualty corporations owning fire writing offices are the Aetna Casualty, Employers' Liability, General Accident, Travelers and the Union Indemnity. The Commercial Union group and the Ocean Accident fleet have a close working arrangement, while an alliance, so far as the writing of complete automobile covers is concerned is in effect between the America Fore companies and the Fidelity & Casualty, the Agricultural and the Metropolitan Casualty, the Home fleet with the Maryland Casualty and the Firemans Fund (on the Pacific Coast only) with the United States Casualty.

Reports Are Denied

From time to time it has been reported that the Home would start a casualty annex of its own; that the North British & Mercantile would enter the casualty company it owns abroad

in this country and that the Crum & Forster organization would launch a casualty enterprise as an extension to its combination. Thus far none of the offices mentioned has concluded or even initiated a movement along the lines credited them. The Northern of London went so far as to incorporate the Northern Indemnity of New York a few years ago, but later abandoned the idea, surrendering its right to the title. President Bulkley of the Springfield Fire & Marine declared to be untrue the story circulated six months ago, that he was preparing to incorporate a casualty running mate for the fire company.

Appreciate Many Difficulties

The primary objection to organizing casualty companies by fire managers is the appreciation of the manifold difficulties to be encountered in the successful handling of a casualty organization, the great dearth of available high grade underwriting talent in the line, and above all, the unsatisfactory experience encountered in writing workmen's compensation insurance, the heavy premium producer along casualty lines. To launch a casualty company successfully today calls not only for a heavy outlay for capital and net surplus, but the payment of high salaries if competent managerial talent is to be secured and, of course, none other is wanted. Whether the advantages of a full line writing combination will offset the difficulties and expense of investing the heavy outlay demanded for launching a casualty annex, is a question which fire managers are still debating. They concede that the pronounced drift is toward combinations, and deduce therefrom that those making such investments or who have already made them, see a gain in the departure, else they would not continue it.

Demand Full Protection

The great impetus to full coverage has been caused by the growing use of automobiles and the desire of many motorists to get blanket policies indemnifying them for loss of whatever character. The arrangement effected between the America Fore group and the Fidelity & Casualty is a departure from anything heretofore attempted. Under this plan each of the two classes of institutions retains control of its respective business. No call is made for the investment of new capital or for the employment of further talent, and yet each secures the advantage of the well-established agency force of the other, while the local representatives are accorded complete underwriting facilities. Manifestly the plan has its advantages and the strong probabilities are that future deals between fire and casualty offices will be along this general line rather than in the launching of new enterprises of either character.

SEE MANY ADVANTAGES IN COOPERATIVE DEAL

(CONT'D FROM PRECEDING PAGE)

a company a certain number of general agencies to be distributed as it desires over the country but these are allocated by states. The Continental Casualty will therefore be able to take advantage of some desirable openings throughout the country from which it is debarred at present because it is unable under the agreement to pay the commissions to any more general or regional agencies.

Is Good Investment

There was no difficulty whatever in selling the extra issues of stock of the National Casualty. They were grabbed up at once because with the National Fire and the Continental Casualty both interested in the company, its stock will undoubtedly be an attractive investment. The par value of the stock is \$10. The stock was sold at 33½.

Work Together Satisfactorily

Owing to the fact that the local agent now finds it just as necessary and even more so to have a casualty and surety

company as a fire company, the far-seeing officials have realized that if a combination could be formed so that the entire business of an agent could be secured it would be more advantageous. The investment earnings of insurance are now tremendous. A successfully managed casualty company is a big asset builder. Therefore casualty and fire insurance are being developed in the same agency. With the number of alliances between fire and casualty insurance the loyalty of agents to a single office is developed. It is found that a fire and casualty company can work together to the advantage of both. This has led to the remarkable grouping of the two interests in recent years. The limitation of agents in the casualty and surety cost agreement has brought about a doubling up of casualty companies in some instances.

NEW ACT AIDS EXPANSION

LANSING, MICH., June 8.—A bill passed by the Michigan legislature and just signed by Governor Green is seen by insurance men as a decided help to the National Casualty in carrying out its plans for expansion into the general field.

The act reduces the minimum for par value of casualty stocks from \$50 to \$10 per share. The cheaper shares, it is readily admitted, can be sold with much greater ease and therefore at less expense than more costly stocks.

While the legislators did not argue on the floor as to the merits of the bill, it is not believed that the par value stock requirement change will be detrimental to insurance in any way. It has been pointed out that there is a general trend toward lower prices for stocks with many of the largest corporations on a no-par or cheap stock basis so as to bring about wider sales and more general holdings of their securities.

Advantage in Wider Holdings

Wide distribution of stocks is claimed to be an advantage in favor of stability rather than a disadvantage. If all sorts of insurance stocks were more widely held, some insurance men say, there might be much less favor shown mutual, reciprocal and other cooperative insurance arrangements. They declare that it would be an advantage in the same way that utilities companies have found it to their advantage to make every customer a stockholder.

The insurance commissioner would never need to allow any new company, with dubious backing, to sell its stocks because they were cheap, as the commissioner was given the power, also at this session, to halt the organization proceedings of any company at any stage in the process.

METROPOLITAN CASUALTY TO INCREASE CAPITAL

At a meeting on June 2, stockholders of the Metropolitan Casualty unanimously adopted the proposals submitted by directors that the company's capital be increased from \$2,500,000 to \$3,000,000. The company will make the increase by issuing 20,000 new shares at \$25 par, which will be sold at \$80 per share. Shareholders of record June 4 have the right to subscribe at that price in the proportion of one share of the new stock for each five shares now held. Stocks of the new issue are to be paid for on or before June 25.

The new capitalization plan will add more than \$1,000,000 to the Metropolitan's net surplus account. In announcing the increase, President J. Scofield Rowe said the directors in making the recommendation were guided by the wisdom of maintaining a strong financial position while further strengthening the organization and consolidating the gains already made.

B. L. Fothergill of the advertising department of the Aetna Life has resigned. He was a recruit from the army and studied advertising under army training until a position in the profession was available. He has also assisted the Aetna Life Clubs with their various publicity.

"The 25,000 fatal accidents in 1926 pave a way for those with insurance protection to sell.

These automobile fatalities are so many tragic warnings: while the lessons taught in the hundreds of thousands of injuries which occur every year, keep educating the public in their insurance need"

Go After The Other Four

The National Bureau estimate advertises the startling fact that only one in five of this country's 22,000,000 autos are insured.

*Your Field Riper Than Ever!
Reap In 1927*

ROYAL INDEMNITY COMPANY

CASUALTY INSURANCE—BONDS

150 William Street

NEW YORK CITY



*Writing Casualty Insurance
Fidelity and Surety Bonds*



FEDERAL SURETY CO.
HOME OFFICE DAVENPORT, IOWA



For over thirty years Continental has worked with agents with neighborly understanding, joined to a breadth of experience extending from coast to coast.

**Continental Casualty
Company**

H. G. B. Alexander, President

CHICAGO

Casualty Insurance

Surety Bonds

WORKMEN'S COMPENSATION

DECIDE COMPENSATION CASES

Some Recent Rulings of Courts in Actions Involving Liability of Employer or Insurer

Employe was engaged in putting canna bulbs in a frame. When he washed at night he found a cut or scratch on one finger. Infection followed and amputation became necessary. When or how the cut was received employe did not know. Held, that the facts were insufficient to justify decision that the accident grew out of the employment. *Karlson vs. Rosenfeld*, Monmouth County Common Pleas Court, New Jersey.

Where decedent was killed while going home from work to get something to eat, intending to return again to do some extra work, held that death did not occur during the course of his employment. *Palco vs. State Workman's Ins. Fund*, Sup. Ct. of Penn., Western District.

Held that defendant was not the employer of the plaintiff under the compensation act where plaintiff was a tuition-paying student of defendant's beauty school. *Krutza vs. Milwaukee Billard & Bowling Club*, Wisconsin Circuit Court, Milwaukee County.

A claimant is not entitled to recover compensation unless he establishes that he is an employee. Where the foreman had no authority to employ, held there could be no recovery. A slip from an employment agency does not establish a contract of employment. *Bremer vs. Department Labor & Industries*, Sup. Ct., Washington.

Plaintiff entered his employment after having lost the sight of one eye, in an accident during childhood. During his employment he received an injury whereby he lost the sight of the other eye. Under the Texas compensation act, held that he was entitled to compensation for the loss of one eye and not for permanent total disability. *Gilmore vs. Lumbermen's Reciprocal*, Sup. Ct., Texas.

Held in an award of compensation for death resulting from influenza and tuberculosis contracted nearly four years after an accidental injury caused by only a muscular strain of the muscles of the back, that there was no trauma when the disease set in and that the muscular strain did not cause the influenza, although one physician testified that said disease would take hold earlier than it would if the employee had been in good physical condition. *Consolidated Coal Co. vs. Industrial Commission*, Sup. Ct., Ill.

An agreement was entered into under the terms of the compensation act, covering an injury which occurred on a vessel, and, as admitted by both sides, the accident was a cause of action which came solely under the jurisdiction of the United States courts. Held that the state court had no jurisdiction to enforce agreement. It was not a mere suit on a contract which had all the elements of a common law contract, but a special suit under the provisions of a special statute on a cause of action which lay outside the court's jurisdiction. *Duffy vs. Providence Teaming Co.*, Sup. Ct., R. I.

Reimbursed for Lost Earning Power

ST. PAUL, June 8.—Where an employee works for two or more employers, should compensation be based on his total earnings or on his earnings in the service in which he sustained his injury? The state supreme court has decided that he should be compensated on

the basis of his entire earnings and has upheld the industrial commission in making such an award. A hotel porter at Mankato, Minn., was drawing \$90 a month for his work at the hotel and \$17 a month for work for an independent employer. In the course of his hotel work, the porter was injured, applied for and received compensation for 125 weeks on the basis of his hotel wage of \$90 a month. Later the porter asked that the award be vacated and a new hearing held at which he demanded compensation on the basis of \$107 a month, his combined earnings. On this showing the higher compensation was awarded.

May Reduce North Dakota Rates

BISMARCK, N. D., June 8.—A reduction in several premium classifications is expected to be made by the North Dakota workmen's compensation bureau at its annual meeting the latter part of the month. According to G. N. Ljvdahl, member of the commission, the bureau has approximately \$800,000 over and above all liabilities. Governor Sorlie has requested a number of business men from various parts of the state to take part in the work of establishing next year's rates.

The bureau will be governed to a large extent by the report of C. E. Scattergood, actuary, who examined the department last year. Another factor to be considered is the new law, effective July 1, which permits the commission to buy state or municipal bonds. The old law required the bureau to deposit its

money with the Bank of North Dakota, which paid 3 percent interest. Under the new regulations members of the commission favor buying \$1,250,000 worth of state bonds, yielding a return of 4 1/2 percent. The increased revenue is expected to have some effect in lowering rates and in increasing the stability of the fund.

Hurt Buying Cigarettes; No Award

BALTIMORE, June 6.—An employee who is hurt when he leaves his automobile truck to buy cigarettes is not entitled to compensation under the workmen's compensation law, even if he is on his employer's business at the time. Such was the purport of a decision given here last week in the suit of Morris Scruggs against his employers, H. F. Cherigo & Sons, and the Columbia Casualty.

The industrial accident commission decided he was not entitled to compensation under the workmen's compensation law. Under the instruction of Judge Stein the decision was affirmed.

Utah Commissioner for Exclusive Fund

SALT LAKE CITY, UTAH, June 7.—Addressing a group of lumbermen here, Chairman O. F. McShane of the Utah State Industrial Commission, head of the workmen's compensation department, said the present system of collecting compensation premiums and distributing the benefits of the insurance was wasteful. "The benefits can be increased and the rates lowered by the exercise of a little horse sense," he said. The commissioner said the present act should be amended and brought up to date and he urged that an exclusive state insurance fund be adopted for the state.

ACCIDENT AND HEALTH

HAZARDS OF GOLF ARE SHOWN

Analysis of Accident Claims Paid by Travelers Shows Dangers Lurking on Links or Diamond

HARTFORD, June 8.—An announcement by the Travelers shows that golf, generally considered so safe and tame, is really perilous to life and limb. In analyzing the 33,303 accidents for which the company paid a total of \$4,457,733 in 1926, actuaries discovered that golf was responsible for a total of 421 mishaps which resulted in the payment of \$61,995. This sum represented the largest amount paid for any class of sport or recreational casualties.

Third Most Dangerous Sport

Actuaries found that life on the links is the third most dangerous sport as far as accident frequency is concerned, and even the "19th hole" would appear to hold great hazards, for 12 persons were cut on sharp instruments, and the statement naively explained that these sharp instruments were bottles. Struck by lightning also is not an uncommon golfing accident. "Storm comes up—players get under trees—lightning does the rest," was the laconic explanation. Splinters, bites by insects, collisions with inanimate objects, falls over objects and poison from shrubs all contributed their share to the total of links accidents.

Falling Most Prevalent

Under the designation foreign particle in eye, six golfers among the hundreds of thousands of Travelers policyholders collected \$5,349. This included two claims of \$2,500 each for loss of sight caused by a golf ball striking the eye. The most prevalent accident on the links, however, would appear to be slipping or falling on uneven ground, probably into bunkers or sandpits, 243 victims of this mishap having received \$38,622.

Baseball led all sports and recreations as far as accident frequency was concerned during the year, having been responsible for 634 accidents and payments of \$38,150, while accidents under the classification in country or woods was second with 517 and payments of \$61,775.

LARGE INDEMNITIES COSTLY

Compilation Shows That Loss Ratio Increases Rapidly as Weekly Benefits Become Larger

The rapid increase in the loss ratio of health insurance as the amount of the weekly indemnity increases is clearly shown in the claim experience compiled by the Bureau of Personal Accident & Health Underwriters covering a period of years on health insurance written by the majority of the commercial companies in the United States. These figures clearly indicate the importance of setting the limit on the amount of weekly indemnity that can be written with safety. It is apparent that after the weekly indemnity passes the \$50 point, the loss ratio jumps to unprofitable levels. The experience compiled by the Bureau of Personal Accident & Health Underwriters is as follows:

Weekly Indem.	Earned Prem.	% of Total In-	Losses Cur-	Loss Ratio
\$ 0-14.99..	1,329,099	6.6	463,513	34.6
15-24.99..	1,754,284	8.6	335,355	53.3
25-49.99..	10,081,767	49.6	5,194,034	51.5
50-99.99..	5,030,294	24.7	3,580,228	71.2
100 and over	2,141,372	10.5	1,848,163	86.3
Total	20,346,816	100.0	12,021,293	59.1

A study of these figures, substantiating its own experience, has lead the United States Fidelity & Guaranty to establish a maximum limit of \$50 per week on its health insurance policies with certain exceptions. The company says that sickness insurance, written in excess of \$50 per week, has occasioned the company heavy loss, but it believes that adherence to the \$50 per week maximum will tend to improve what has been an unprofitable line for several years. This seems to be one effective way to put the health insurance business in the profitable class.

Goodall with First National Mutual

J. A. Goodall, who was formerly connected with the Bankers Accident of East St. Louis, recently became secretary and general manager of the First National Mutual of Chicago, a health and accident company. The other officers of the company are: President, Samuel H. Anschell; vice-president,

Stanley D. Tilney; treasurer, Harry J. Fireman. The First National Mutual was chartered in 1923 but did not begin active business until several years later. It is expected that under the new management the company will make rapid progress. New policy forms are being prepared and plans are made for more aggressive development. The company writes health and accident and burial insurance. It was organized under the 1915 mutual act of Illinois. The home office is in the Monadnock block, Chicago.

Limits Weekly Indemnity

The United States Fidelity & Guaranty is now limiting its weekly sickness indemnity under all forms of disability policies to \$50 per week when the policy is issued on any of the regular forms without waiting period. The company will not participate in any risk that is already carrying \$50 or over of weekly sickness insurance, nor will it participate in any risk where the aggregate of health insurance carried with the United States Fidelity & Guaranty and with any other company or companies aggregate over \$50 per week, except that any person applying for more than \$50 of weekly sickness indemnity will be considered for indemnity not exceeding \$100 if the policy is to be subject to a waiting period of not less than two weeks and physical examination of the applicant can be made at the company's option by a physician of the company's selection.

National L. & A Promotions

The National Life & Accident has promoted H. N. Lederman of Pittsburgh, A. J. Slone of Houston, Tex., No. 2, and D. W. Danforth of El Paso, Tex., to superintendents in their respective districts.

New Company in Dallas

The Universal Life & Accident of Dallas has been granted a charter by the Texas department. Its capital is \$25,000.

Poison Liquor Death Held Accident

Lyle Bergeron, who died in Sioux City, Ia., in 1925 from drinking poison liquor, partook of it without knowledge of the poison and therefore died an accidental death, a federal court jury held in awarding Bergeron's widow judgment for \$8,326 against the Travelers. Bergeron carried a policy for \$7,500. The additional money awarded the plaintiff was interest.

BURGLARY INSURANCE

EXPERIENCE MAY IMPROVE

Operation of Baumes Law and Similar Laws Expected to Have Good Effect on Loss Ratio

KANSAS CITY, Mo., June 7.—In the opinion of J. J. Iago, assistant secretary of the burglary department of the Fidelity & Deposit, the new theory of punishment, exemplified by the Baumes law in New York state, gives reason to hope that crime conditions in this country will improve steadily, with a consequent improvement in burglary insurance experience.

The principle of the Baumes law and similar laws being adopted by other states, that habitual criminals should be incarcerated for life and thereby removed from temptations and opportunities to indulge their proclivities, is a sound basis for improving crime conditions, in Mr. Iago's opinion.

"Less than two generations ago in England thievery in all forms was punishable by death, and, as Clarence Darow has remarked, thousands would gather at Tyburn to witness the execution of a pickpocket, and several hundred pockets would be picked in the crowd. "In the light of what we have learned of criminal psychology," said Mr. Iago, "it is futile to hope John Smith will be deterred from holding up a bank merely because he remembers Bill Jones was caught doing the same thing and sent to jail for five years. Rather, it is to be expected that Smith will consider himself too clever to be

The Fidelity and Casualty Company of New York

ROBT. J. HILLAS, President

**CASUALTY INSURANCE
AND
SURETY BONDS**

Helping the Agent by Intelligent Co-operation

The business written by any insurance man depends not alone on his activity and knowledge, but also on the standard of efficiency and co-operation developed by the company which he represents. It is not mere chance that the United States Fidelity and Guaranty Company has a branch or agency in every city and town in the United States and Canada, and is steadily increasing that number through intelligent co-operation with its agents.



**UNITED STATES FIDELITY
AND GUARANTY
COMPANY**

Home Office:
BALTIMORE - MARYLAND

\$155,000,000 Paid in Claims in 30 Years



"Mighty Oaks from Little Acorns Grow"

From a small local office the *STANDARD* has grown to a vast, nationwide organization. Its growth is spread over a span of two score years and three—years of experience—years of hard endeavor—and it has weathered all the storms.

Back of the great *STANDARD* organization are over twenty millions in assets adding to its stability—back of its promises are men with ideals and ideas that can never be discouraged.

STANDARD is a thriving institution—possessing all the hardy qualities that a good insurance company should have—the ability to serve agents in the way agents want to be served—the ability to help them sell insurance and keep it sold.

Service—strength—progressiveness—these are outstanding qualities of the *STANDARD*—qualities which you can utilize to the fullest when you make an agency connection.

"Mighty Oaks from little acorns grow"—remember it.

**STANDARD ACCIDENT INSURANCE CO.
DETROIT, MICHIGAN**

One of the Oldest and One of the Largest Casualty and Bonding Companies of America

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**FIRE AND LIFE
ASSURANCE CORPORATION, LTD.**

**Accident and Health, Burglary, Plate Glass,
Steam Boiler, Automobile Liability, Property
Damage and Collision, Elevator, Teams, Public
Liability and Workmen's Compensation**

**FREDERICK RICHARDSON, United States Manager
General Building 4th and Walnut Streets
PHILADELPHIA**

caught, and Jones' failure will signify nothing to him except that Jones was clumsy."

Mr. Iago points out that companies writing burglary insurance are now earning a profit on New York business, whereas formerly the outgo was considerably in excess of the income. Many professional criminals are in prison for life, and others have left the state and are trying new fields where laws are less stringent and enforcement not so rigid.

"So that although the results brought about by the new laws are very noticeable in New York State, their effect on crime conditions in the country as a

whole is barely perceptible. But if the new theory is followed to its logical conclusion, and the Baumes law copied in all other states, the improvement in crime conditions will be substantial and permanent."

NOT INSURER IN NEW YORK, SO CAN'T ENTER MICHIGAN

LANSING, MICH., June 8.—Efforts of Michigan real estate interests to obtain legalization of the operations in this state of the National Land Value Refunding Company of New York are being rendered futile, it was announced this week by insurance department of-

ficials, by the fact that this company is not recognized as writing insurance in its home state while the Michigan authorities consider its activities purely of an underwriting character.

Some time ago it was brought to the attention of the department that this company had written some land value insurance or "refund guarantees" in connection with a real estate deal near Flint. Further investigation resulted in a request by Commissioner Livingston for warrants for the president of the company and its Michigan solicitor, charging that they had violated state laws by soliciting and procuring insurance in this state for a company not

licensed to write business in Michigan.

Correspondence with counsel for the company later brought out that it would gladly go through the necessary formalities toward obtaining authorization. The curious barrier to further negotiation along this line was then discovered and it is now the belief of department officials that nothing can be done toward admitting the company. A company which is not legally considered an insurance company in its own state can hardly expect to be admitted as one in another, and yet the Michigan authorities can not see how they could allow the company to operate here as anything but an insurance company.

Premiums and Losses in 1926 in OKLAHOMA on All Classes of Casualty Business

	Total		Auto. Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary-Theft		Prop. D. & Col.	
	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aetna Cas.	179,323	59,319	22,711	7,586	328	170	39,251	16,732	76,639	11,649	12,076	5,256	22,007	9,677	36,085	22,769
Aetna Life	663,836	353,076	28,371	8,689	47,428	34,037	516,013	265,223	.....	.....	.....	.....	.....	.....	.....	.....
Am. Employers, Mass.	20	34	8	.....	3	.....	10	.....	.....	.....	.....	.....	.....	.....	4	.....
Amer. Indemnity.....	2,704	—977	.....	.....	.....	.....	.....	.....	2,704	—977	.....	.....	.....	.....	.....	.....
Amer. Surety.....	145,170	20,283	.....	.....	.....	.....	.....	.....	117,320	19,155	.....	.....	27,844	1,128	.....	.....
Central Surety, Mo.	4,490	424	2,971	.....	18	.....	3,702	315	1,136	.....	1,814	.....	371	.....	1,478	109
Columbia Cas.	76,773	23,461	16,130	3,227	1,265	170	39,251	16,732	7,344	—453	2,446	511	217	.....	6,443	1,511
Commercial Cas.	245,959	116,807	24,749	9,697	4,010	—14,689	170,618	111,398	15,027	781	6,955	2,355	10,375	2,512	14,691	3,123
Constitution Ind., Pa.	1,107	247	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Continental Cas.	169,093	56,388	15,216	1,344	4,473	1,785	18,657	7,967	4,900	.....	4,170	1,306	7,537	529	8,208	2,175
Employers Cas.	156,756	73,599	3,079	.....	4,985	10	147,411	73,675	.....	.....	.....	.....	.....	.....	1,280	—87
Employers Indem.	41,222	29,104	11,611	4,203	746	.....	11,976	11,705	.....	.....	2,543	2,214	1,885	1,413	2,170	547
Employers Liab.	15,059	832	1,555	56	3,592	337	4,734	370	129	.....	.....	.....	208	.....	890	102
Federal Surety	242,539	88,876	17,871	4,919	10,868	2,642	94,452	62,841	79,074	4,578	8,633	2,361	16,058	6,165	10,706	3,095
Fidelity & Cas.	128,288	58,924	5,268	1,131	11,180	8,503	85,301	53,431	12,185	—5,877	.....	38	323	1,140	107	18
Fidelity & Dep.	113,085	30,195	.....	.....	.....	.....	.....	.....	108,388	29,335	.....	.....	4,607	859	.....	.....
Fidelity Un. Cas.	174,515	84,433	14,634	4,488	4,168	148	133,285	72,509	504	.....	8,141	2,428	1,231	367	11,455	3,662
General Accident.....	36,021	9,923	19,340	5,243	1,376	423	2,488	.....	.....	.....	674	60	376	34	9,901	3,151
Globe Indemnity.....	215,063	110,001	20,494	4,559	8,090	1,107	124,435	76,655	24,181	14,135	9,136	3,090	16,827	5,589	9,907	3,230
Hartford Acci.	207,727	101,092	36,937	23,506	11,101	4,186	78,263	40,203	39,502	11,397	5,938	2,522	12,141	8,879	19,033	8,668
Indem. of No. Amer.	30,576	16,999	4,918	225	737	239	11,713	4,998	6,726	10,473	918	120	2,635	458	2,700	480
Independence Indem.	83,440	21,716	3,905	233	6,224	.....	55,150	14,919	2,353	.....	.....	.....	131	.....	3,367	674
London Guar.	6,244	10,994	951	510	300	3,584	4,638	6,725	.....	.....	35	31	62	.....	616	143
London & Lanc.	1,186	138	.....	.....	.....	.....	.....	.....	1,186	138	.....	.....	.....	.....	.....	.....
Maryland Cas.	573,699	314,514	37,021	27,825	22,008	6,829	308,070	235,082	50,548	15,508	16,836	5,594	37,028	10,160	16,488	7,385
Mass. Bonding	55,147	57,273	4,468	2,500	1,250	5	.....	.....	15,417	35,077	5,625	1,938	1,062	934	1,034	669
Metropolitan Cas.	12,537	186	443	.....	11	.....	379	.....	11,367	186	7	.....	232	.....	97	.....
National Surety.....	152,939	90,346	.....	.....	.....	.....	.....	.....	150,940	87,612	.....	.....	1,989	2,735	.....	.....
Natl. Union Indem.	1,067	156	1,341	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
New Amsterdam.....	184,044	105,344	11,081	4,182	8,182	512	93,502	74,917	41,116	11,985	7,041	2,028	13,884	9,504	5,611	1,603
New York Cas.	26,019	2,802	.....	.....	.....	.....	.....	.....	125	.....	25,894	5,802	.....	.....	460	524
New York Indem.	5,473	8,346	697	1,891	510	.....	1,168	4,430	.....	.....	650	6,435	.....	.....	21	.....
Northwestern Cas. & S.	1,805	23	23	.....	.....	.....	.....	.....	1,721	—3,882	.....	.....	40	.....	35	89
Norwich Union.....	5,514	589	119	.....	315	.....	4,930	593	.....	.....	61	27	.....	90	.....	.....
Ocean Accident.....	134,093	58,717	23,187	4,796	4,742	474	84,200	45,873	2,801	—343	2,300	551	215	.....	9,517	2,068
Ohio Cas.	22,703	3,137	8,323	1,025	96	.....	.....	.....	.....	.....	5,550	554	990	39	7,824	1,519
Okla. Mut. Indem.	90,640	30,061	47,935	8,786	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	16,740	7,015
Petroleum Cas.	12,463	4,032	.....	.....	.....	.....	12,463	4,032	.....	.....	.....	.....	.....	.....	.....	.....
Royal Indem.	44,891	22,397	5,617	8,000	1,237	15	17,200	7,066	7,161	1,500	1,922	215	5,121	512	2,444	1,000
St. Paul-Mercury Ind.	343	.....	200	.....	.....	.....	.....	.....	.....	.....	51	.....	.....	.....	32	.....
Security Union, Tex.	20,556	11,009	292	.....	696	51	25,293	10,927	.....	.....	.....	.....	40	.....	190	31
Southern Surety.....	433,613	156,161	8,540	6,533	16,381	4,114	145,904	75,753	224,587	55,262	4,053	1,225	1,500	519	5,145	1,811
Standard Accident.....	194,257	124,413	18,922	9,589	6,113	545	123,218	82,489	3,005	330	4,545	1,083	9,967	9,367	11,606	4,284
Sun Indemnity.....	13,681	19,942	3,472	2,659	240	.....	1,416	10,424	2,433	3,148	1,785	625	1,806	2,144	2,081	941
Travelers Indemnity.....	115,196	21,103	.....	.....	10,705	50	.....	.....	6,797	1,988	17,823	5,640	17,823	5,640	62,445	13,242
Travelers	663,610	317,958	72,939	23,594	22,541	1,397	375,600	209,708	28,624	1,908	9,315	3,446	10,959	2,736	3,414	2,022
Union Indemnity	101,807	38,293	7,608	816	7,116	294	30,476	25,551	.....	.....	.....	.....	.....	.....	478	298
United States Cas.	13,925	18,625	1,490	305	41	500	6,479	13,878	.....	.....	.....	.....	.....	.....	1,857	866
U. S. F. & G.	1,512,368	827,321	70,220	9,275	48,796	19,915	1,000,160	669,639	272,061	97,826	22,796	8,635	37,181	11,671	42,102	10,701
Western Auto. Cas.	4,038	365	2,182	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,857	866
Western Automobile.....	78,874	31,183	48,098	18,816	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	30,776	12,368
Zurich	76,070	79,223	4,337	259	14,214	44,162	48,718	32,589	.....	.....	2,201	1,073	2,792	470	2,815	644
Totals, 1926.....	9,307,477	4,607,901	629,600	210,467	296,695	121,345	3,850,544	2,322,617	1,312,810	400,451	181,607	63,461	260,273	96,177	363,988	122,183
Totals, 1925.....	8,200,005	4,956,654	514,347	172,543	254,484	91,996	3,114,050	2,093,831	1,333,824	1,028,120	185,123	73,213	247,942	108,434	260,519	101,802

*Total of all casualty business including classes shown below. Company totals above include other classes shown in groups below.

Companies Writing Other Classes of Casualty Business in OKLAHOMA

ACCIDENT & HEALTH		Mutual Ben. H. & A.		Continental Cas. ...		Maryland Cas.	
Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aetna Cas.	\$ 3,163	\$ 820	440,186	267,133	7,226	832	1,809
Aetna Life.....	71,350	45,127	3,344	2,028	811	25	.....
Amer. Employers.....	20	34	129,331	68,571	15,491	8,361	1,309
Amer. National.....	4,515	1,166	.....	242	235	675	.....
Ben. Assn., Ry. Emp.	25,574	12,887	.....	613	200,586	132,160	.....
Brotherhood Accel.	5,312	2,740	.....	68	270	.....	.....
Bus. Men's Assur....	275,760	185,440	.....	7,147	7,559	4,680	.....
Columbia Cas.	1,873	1,314	.....	.....	25,427	1,123	.....
Columbian Nat. Life	886	1,045	.....	683	320	.....	.....
Commercial Cas.	1,634	1,629	.....	.....	168	.....	.....
Constitution Ind., Pa.	467	.....	.....	.....	.....	.....	.....
Continental Cas.	98,217	40,451	.....	.....	.....	.....	.....
Continental Life.....	2,255	152	.....	.....	.....	.....	.....
Employers Indem.	8,947	8,997	.....	.....	.....	.....	.....
Employers Liab.	333	34	.....	.....	.....	.....	.....
Equitable, N. Y.	165	17	.....	.....	.....	.....	.....
Federal Cas.	3,064	2,524	.....	.....	.....	.....	.....
Federal Life.....	36,706	2,879	.....	.....	.....	.....	.....
Federal Surety.....	4,877	2,275	.....	.....	.....	.....	.....
Fidelity & Cas.	1,429	252	.....	.....	.....	.....	.....
Fidelity H. & A.	950	1,142	.....	.....	.....	.....	.....
Fidelity Un. Cas.	1,039	832	.....	.....	.....	.....	.....
General Accident.....	1,712	1,013	.....	.....	.....	.....	.....
Globe Indemnity.....	1,394	1,637	.....	.....	.....	.....	.....
Great Northern Life	14,828	8,250	.....	.....	.....	.....	.....
Great Western	9,673	3,110	.....	.....	.....	.....	.....
Hartford Accel.	4,713	1,732	.....	.....	.....	.....	.....
Indem. of No. Amer.	168	5	.....	.....	.....	.....	.....
Independence Indem.	20	5,000	.....	.....	.....	.....	.....
Inter-Ocean Cas.	2,001	4,032	.....	.....	.....	.....	.....
Inter-St. Bus. Men's	26,497	29,062	.....	.....	.....	.....	.....
Linc. H. & A., Okla..	178,272	71,173	.....	.....	.....	.....	.....
London Guar.	36	.....	.....	.....	.....	.....	.....
Loyal Protect.....	13,005	5,898	.....	.....	.....	.....	.....
Maryland Cas.	15,007	5,149	.....	.....	.....	.....	.....
Mass. Bonding.....	24,489	14,150	.....	.....	.....	.....	.....
Mass. Protect.....	7,897	8,183	.....	.....	.....	.....	.....
Metropolitan Life...	73,064	39,772	.....	.....	.....	.....	.....
Mid-Cont., Okla.	53,117	24,721	.....	.....	.....	.....	.....
Missouri State.....	8,455	10,917	.....	.....	.....	.....	.....
Monarch Accel.....	4,345	1,932	.....	.....	.....	.....	.....
		Total, 1926.....	\$2,043,000	\$1,075,751			
		Total, 1925.....	1,637,418	918,296			
NON-CAN. H. & A.		Aetna Cas.		Columbia Cas.		Total, 1925.....	
Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aetna Cas.	\$ 80	\$ 450	3,451	\$ 450	1,711	756	1,532
Aetna Life.....	680	.....	1,185	.....	.....	.....	.....
Columbian Natl.	479	.....	7,649	.....	.....	.....	.....
		Total, 1926.....	.....	.....	.....	.....	.....
		Total, 1925.....	.....	.....	.....	.....	.....
STEAM BOILER		Employers Liab.		Fidelity & Cas.		Hartford L. S.....	
Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Columbia Cas.	\$ 371	\$ 288	392	1,000	.....	482	27
Continental Cas.	392	.....	1,000	.....	.....	.....	.....
Employers Liab. ....	.....	288	4,848	.....	.....	.....	.....
Fidelity & Cas. ....	.....	154	.....	.....	.....	.....	.....
General Accident.....	.....	1,499	25,529	.....	.....	.....	.....
Hartford St. Boiler	.....	890	221	.....	.....	.....	.....
Independence Indem.	.....	.....	396	.....	.....	.....	.....
London Guar. ....	.....	967	.....	.....	.....	.....	.....
Maryland Cas.	8,504	4,166	.....	.....	.....	.....	.....
Ocean Accident.....	4,664	.....	.....	.....	.....	.....	.....
Southern Surety....	536	.....	.....	.....	.....	.....	.....
Travelers Indem....	8,003	.....	.....	.....	.....	.....	.....
		Total, 1926.....	\$ 54,732	\$ 7,810			
		Total, 1925.....	57,519	1,719			
ENGINE & MACHINERY		Independence Indem. <th colspan="2">London Guar.</th> <th colspan="2">LIVE STOCK</th>		London Guar.		LIVE STOCK	
Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Aetna Cas.	\$ 3,451	\$ 450	.....	.....	.....	.....	.....
Columbia Cas.	1,185	450	.....	.....	.....	.....	.....
Employers Liab.	1,711	.....	.....	.....	.....	.....	.....
Fidelity & Cas.	7,649	.....	.....	.....	.....	.....	.....
Hartford St. Boiler	8,846	2,135	.....	.....	.....	.....	.....
Independence Indem.	12,074	.....	.....	.....	.....	.....	.....
London Guar. ....	.....	.....	.....	.....	.....	.....	.....
		Total, 1926.....	.....	.....	.....	.....	.....
		Total, 1925.....	.....	.....	.....	.....	.....
CHECK FORGERY		Southern Surety....		TITLE		LIVE STOCK	
Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Standard Accel.	\$ 51	\$ 756
		Total, 1925.....

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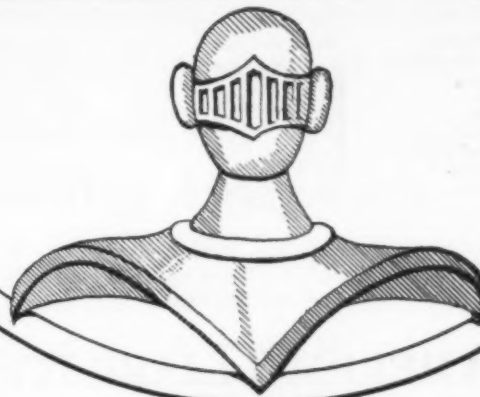
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Why not profit by the recent experience of an agent in a fair-sized Massachusetts city? This agent rested on his reputation as being the leading fire agent in his community and pooh-poohed the idea that there was any field for burglary insurance in his community. "Why," he said, "there hasn't been a burglary of any consequence in this town for over two years!"

A special agent finally got this agent's reluctant consent to go out with him one day—and the result was 15 applications for burglary insurance! Happily for this agent his eyes were opened before someone else came in and prospected in this virgin burglary field.

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AMONG SURETY MEN

CAN SUE ON CONTRACTOR BOND

Case Came Up Where Steel Was Fur-
nished to Material Man for
Public Building

In American Guaranty vs. Cincinnati Iron & Steel Company, supreme court of Ohio, 155 N. E. 389, the company went surety on a contractor's bond for the erection of a school building. The plaintiff furnished a certain steel to a material man, who in turn furnished it to the contractor. The contractor abandoned the contract and the plaintiff sought to recover on his bond.

Upon trial a judgment was rendered in favor of the plaintiff. On appeal the higher court in reviewing the record, and in affirming this judgment, said:

Judgment Was Affirmed

"A contractor's bond to a municipal corporation, conditioned upon the payment as they become due of all charges and claims for all work and labor performed and skill and material furnished, executed pursuant to a statute requiring a contractor for city work to execute a bond so conditioned, for the use of all persons who perform any work or labor or furnish any skill or material in executing, inures to the benefit of laborers who prepare materials for a subcontractor which are actual delivered to and used by the contractor in performing a contract for paying a city street. * * *

Contractor Held Liable

"A contractor with a city for a public work, and his sureties in a bond given pursuant to a general municipal ordinance requiring it, to pay all persons, whether subcontractors or others, for labor expended or materials used in performing the contract, are liable to an unpaid material man who furnished materials to a subcontractor. * * *

"One who furnishes materials to a subcontractor upon a public work is within the scope and protection of a statute requiring the contractor in chief to execute a bond with sureties, conditioned to pay all laborers, mechanics and material men all just debts incurred in carrying on the work, and may have his action on such bond. The judgment of the court of appeals is affirmed."

Standardize Street Paving Rates

NEW YORK, June 8.—The Towner Rating Bureau has announced that the initial premium for street paving bonds is now standardized on a term of 24 months or less, similar to highway contracts. The bureau has classified iron or steel contracts, this classification applying alike to bridges and other structures. A rate of 1 percent of the amount paid in advance is promulgated on bonds for advance payment of retained percentages on contracts before completion and payment of all labor and material bills, or in advance of date set by contract or law for final payment, or where payment is otherwise delayed by litigation, trust or other causes.

Big California Dam Project

NEW YORK, June 8.—Bids for the construction of the San Gabriel dam for the Los Angeles county (Cal.) flood control will be received by the Los Angeles county board of supervisors July 11. The dam, according to an announcement made by the Towner Rating Bureau of this city for the benefit of its subscribers, "is to be of concrete masonry about 350 feet from heel to toe at its base, 440 feet high, and approximately 2,200 feet long at the crest. It will contain close to 3,250,000 cubic yards of mass concrete," and will be one of the most imposing structures of its kind in the world. The time of construction is placed at five years.

Bids are asked for in three forms: (a), The contractor to furnish all concrete aggregates; (b), the contractor to furnish 50 percent and the district 50 percent of concrete aggregate, and (c), the

district to furnish all concrete aggregates. Bonds will be required for 25 percent of the contract price for performance and 25 percent for payment of labor and material. The cost of the work is estimated at \$15,000,000, and the premium, to be paid by the district, \$337,500.

Liability Is Upheld

The North Dakota bonding fund is held liable for \$9,199 in connection with the bond of William A. McIntyre, former treasurer of Bowman county, according to a decision of the supreme court which sustained Bowman county district court. Appeal to the supreme court was taken by the bonding fund which contended that facts set forth in the complaint against it did not constitute a cause of action and judgment was contrary to evidence. Another point raised was that the demand made for payment was signed by the county commissioners of Bowman county instead of the county auditor. All objections made by the fund were held without basis. The court pointed out that county commissioners have general supervision over county officials.

The claim against McIntyre's bond developed when county officials found that he had deposited in Farmers & Mechanics State Bank of Bowman \$9,199 more than was covered by the bank's depository bond. The bank failed and demand was made upon McIntyre and the state bonding fund for the money.

Would Collect Fine under Bond

PITTSBURGH, June 8.—The Standard Accident has been asked to pay the \$19,000 fine imposed on John A. Bell of this city in connection with his sentence of 6½ years for embezzling more than \$800,000 from the Carnegie Trust Company, according to an announcement from the office of District Attorney Gardner.

Bond was posted for Mr. Bell after his conviction, to delay his imprisonment pending a motion for a new trial and for appeal, and there was some discussion as to whether the payment of the fine or his appearance was guaranteed. In the event the application for a pardon is successful it is possible that the convicted banker will be relieved of paying the fine, according to the district attorney.

Interest in Tennessee Road Contracts

NASHVILLE, TENN., June 7.—Local agents from all over the state will attend the letting of road contracts at Nashville June 17-18. Both bid and contract bonds come in on this class of business and two days of hectic endeavor on the part of agents occur.

Surety Cases Decided

Held that under the provisions of section 9705, G. S. 1923, with regard to default of a public contractor, notice mailed to surety at its home office held sufficient to authorize maintenance of action upon bond sued upon. Benson vs. Barrett, Sup. Ct. Minn.

Held that in absence of a statute providing otherwise or of a stipulation in the bond making the bond expressly retrospective, it covers only future transactions and does not apply to defaults of public officers prior to the time of its execution. Wenatchee Orchard Syndicate vs. Fidelity & Deposit, Sup. Ct. Wash.

Estate Is Held Liable

The Globe Indemnity and the National Surety are winners by a decision of the United States circuit court of appeals at Richmond, Va., reversing judgment of the district court at Raleigh, N. C. These two companies were on the bond of Hester & McElwee, contractors, who defaulted on a contract for erection of buildings at Sanatorium, N. C. They took over the work and when it developed that the firm had no assets they presented claims for money they paid out against the estate of W. H. McElwee.

individually, member of the firm, who in the meanwhile had gone into bankruptcy. The lower court disallowed the claims, but the appeal court holds that the estate is liable because the agreements of indemnity were signed by McElwee individually as well as by the firm.

PERSONAL GLIMPSES OF CASUALTY MEN

D. C. McIntyre of Chicago, superintendent of the burglary and plate glass department at the head office of the Continental Casualty, has returned from a trip to Scotland where he went to visit his mother. Mr. Macintyre has been away from his office for a number of months owing to illness which started in February. He has now returned to his desk and is in good shape.

Ralph A. Ferson, of the personal accident department at the head office of the Hartford Accident, contributed a well-written article on "Insurance and Air Service," in a booklet issued by the 43rd division air service in commemoration of the official opening of the Hartford airport.

M. Barratt Walker, vice-president of the United States Fidelity & Guaranty, last week was presented a watch by the officers and employees of the claim department of the company. The gift was in recognition of Mr. Walker's 25 years' service.

The conference called by Mayor William Hale Thompson of Chicago to be held in that city dealing with the Mississippi river flood control was the big event last week in middle western territory which is affected by the flood situation. A large number of men in public and private life attended the conference. It was decided to continue it as a permanent body with Mayor Thompson as chairman. One of the members of the executive committee chosen for the permanent role is **Charles H. Burras** of Chicago, manager of the National Surety and president of the National Association of Casualty and Surety Agents.

John S. Love has joined the eastern department of the Zurich as executive underwriter of the compensation and liability department. Mr. Love has had years of experience in engineering work. For three years he served in the engineering department of the New York Central railroad. He resigned in 1915 to join the staff of the New York Rating Board. He joined the Pennsylvania Compensation Rating & Inspection Bureau when it was formed, and has been assistant manager of that bureau for the last nine years, in charge of rating and stamping office work and special investigations.

Neville Pilling, superintendent of the Canadian branch of the Zurich, was in Chicago last week visiting the United States branch office. Mr. Pilling was assistant manager under Hedley Wright, who was recently appointed London manager of the Zurich. The Canadian branch of the Zurich is making very fine progress and Mr. Pilling reports that the accident and health department is making especially rapid strides.

Earl D. McKenzie of Minneapolis is the first man to qualify for each of the five 1927 producers clubs of the Travelers, including life, burglary, automobile, accident and group clubs. By this attainment, Mr. McKenzie wins his President's Club emblem. He is also the first man officially to qualify for the 1928 convention, inasmuch as winning admission to the President's Club automatically assures a man an invitation to the 1928 officers' convention.

J. P. Carolan, member of the firm of Eldredge, Carolan, Graham & Cleary, the firm that results from the merger of the business of Eldredge & Cleary

This stock having been sold, this advertisement appears as a matter of record only.

45,000 Shares National Casualty Company Detroit, Michigan Common Stock

We quote from a letter signed by W. G. Curtis, President of the National Casualty Company:

Arrangements have been completed whereby the National Casualty Company will broaden its charter powers so as to permit the writing of all classes of casualty and surety business. These arrangements include the enlargement of the financial structure of the corporation so that on the completion of the proposed refinancing and prior to the beginning of the transaction of the new lines the National Casualty Company will have paid in capital stock of \$750,000 and in addition, surplus and voluntary contingent reserve in excess of \$1,000,000.

By reason of the existing relations between the National Fire Insurance Company of Hartford and the Continental Casualty Company of Chicago including investments of both of these companies and those closely identified with them (some of them of long standing) in the enlarged National Casualty Company, President H. A. Smith of the National Fire, President H. G. B. Alexander of the Continental Casualty, Western Manager G. H. Bell of the National Fire and Vice-President H. A. Behrens of the Continental Casualty have consented to serve as members of the Board of Directors of the National Casualty.

The National Casualty Company under its present charter has been in business since 1904, having successfully transacted in all those years a large volume of accident and health business and being licensed in all states of the United States. It will continue to operate those lines from Detroit being aided in future development by the enlarged organization and backing. Its new casualty and surety lines will be developed from its Chicago General Offices.

In order to effect a combination of financial strength and successful underwriting for the proposed underwriting a participating reinsurance contract has been entered into with the Continental Casualty Company as respects the proposed new casualty and surety lines. Under this contract the Continental assumes by reinsurance a portion of all such risks written by the National Casualty. To carry out this plan the National Casualty proposes to open general offices for casualty and surety lines in Chicago. The National Casualty proposes to be strictly orthodox in its underwriting, following in that regard the general policy of the Continental and taking membership in the various recognized orthodox rate-making bureaus.

So far as may be deemed advisable in the interests of agents of the National Fire, the new facilities for casualty and surety business of the National Casualty will be extended to them. By this means, wherever desirable, the facilities of a casualty company having a similar name, and with the President and Western Manager of the National Fire as members of the Board of Directors of the National Casualty, will be given to National Fire Agents.

This stock is offered, when, as and if issued, based upon audit by Messrs. Barrow, Wade & Guthrie

PRICE \$33.50 PER SHARE

LEWIS - DEWES & CO.

111 WEST MONROE STREET

RANDOLPH 4460

CHICAGO

These statements while not guaranteed are obtained from sources which we believe to be reliable.

Business-Builders

Developing

Fidelity and Surety Bonds, Automobile, Elevator and General Liability, Accident, Health, Burglary and Plate Glass Insurance

Appreciate the co-operation of the

Massachusetts Bonding & Insurance Company

BOSTON

T. J. FALVEY, President

Write for Territory

Paid-in Capital, \$3,000,000

Surplus to Policyholders, \$6,835,854.98

**Re-Insurance
Excess Re-Insurance
Catastrophe Hazard**

DEE A. STOKER

RE-INSURANCE UNDERWRITER

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Blanket Auto Excess Fire Covers in American Companies

The A & H Review
IS THE
ACCIDENT AND HEALTH
MAN'S PAPER
\$2.00 A YEAR CHICAGO

**AMERICAN
SURETY
COMPANY**
OF
NEW YORK
100 Broadway

**FIDELITY AND SURETY BONDS
BURGLARY INSURANCE
CHECK FORGERY AND
ALTERATION INSURANCE**

and Carolan, Graham & Hoffman, has made a distinguished record in insurance, politics and athletics. Mr. Carolan, who is still in his early 30s, was in 1911 a member of the Oak Park high school football team that won the national high school championship. In 1912 he was captain of the University of Chicago team and later was captain of the Dartmouth team. During his active football years he had the reputation of being one of the greatest halfbacks in the game. For some years he has been interested in politics and last year was elected a Cook county commissioner. Mr. Carolan served through the World War and entered the insurance business with the American Surety immediately after the close of the conflict. In 1922 he formed his own agency. He is well known in the business and personally produces a large volume.

J. Horace Shale, vice-president and general manager of the Commercial Casualty of Newark, was a passenger on the North German liner Berlin, which left New York City for Hamburg on June 6. While abroad Mr. Shale will endeavor to recuperate from the strain he has been under for some time past in directing the ever expanding business of the company of which he has been an important official for many years. In 1926 the Commercial Casualty secured over \$10,500,000 in net premiums and increased its policyholders' surplus to an even \$5,000,000. This was a most creditable showing, in the accomplishment of which Mr. Shale bore a leading part. He fully deserves the vacation upon which he has entered.

Spencer Welton, president of the New York Indemnity is in Chicago this week. Tuesday he went to Kankakee. He participated in the field day of the Shirley E. Moisant agency. Frank M. Chandler, western manager, accompanied him to Kankakee.

Get Constitution Indemnity

NASHVILLE, TENN., June 7.—Hindman & Brock have been appointed regional agents of the Constitution Indemnity of Philadelphia. Miss Julia Hindman, senior member of this firm, has been for many years secretary of the Tennessee Association of Insurance Agents. This company has just entered Tennessee.

Republic Casualty's Writings

For the quarter ending May 31 the Republic Casualty shows net writings of \$67,000 in its accident and health, burglary and plate glass department, against which claims of \$25,000 were disbursed. This is a loss ratio of 37 percent against 52.4 percent for a similar period last year, showing a decrease of 15.4 percent.

WANTED

A thoroughly qualified and experienced man to fill the position of controller with an active, growing insurance company in Texas.

Must be about forty years of age with extensive insurance accounting experience; a capable executive, know how to handle employees and cooperate with fellow executives. To the right man full control of accounting will be given, and compensation arranged commensurate with ability. Address B-5 Care The National Underwriter.

POSITION WANTED

In Chicago or Midwest. Three years experience as casualty special agent, five years experience as compensation and liability underwriter. Now employed. Good references. Age 29. Married. Write B-12, Care The National Underwriter.

ANNUAL MEETING OF ORGANIZATION HELD

FREEMAN READ HEADS CLUB

Other Officers of Casualty Organization Are Elected—Name Changed to Casualty Field Club of Illinois

Freeman Read, secretary-treasurer of the Casualty Field Club of Chicago last year, was elected president of the club at the annual meeting Monday. The other officers elected were: Ralph W. Miller of Conkling, Price & Webb, first vice-president; W. J. Patterson, Ocean Accident, second vice-president; P. E. Chunn, Aetna Casualty, secretary-treasurer. The following were elected members of the executive committee: L. W. Burger, United States Fidelity & Guaranty; E. O. Wagoner, Aetna Casualty, who is the retiring president; C. H. Smith of Marsh & McLennan.

By recommendation of the nominating committee the following committees were established: Entertainment, Ralph Miller, Conkling, Price & Webb; E. E. Sanderson, W. A. Alexander & Co.; Dorr C. Price, Moore, Case, Lyman & Hubbard. Publicity, J. C. Bradley, Zurich; F. P. Creden, Massachusetts Bonding; Fred Stokes, Commercial Casualty. Membership, H. G. McGargle, Metropolitan Casualty; J. E. Murphy, Royal Indemnity; Armond Summers, Standard Accident.

A. L. Kirkpatrick and Leo E. Thiemann of the Casualty Information Clearing House were elected honorary members of the club in appreciation of their cooperation in arranging last year's programs.

Because there has been some feeling throughout the state that club membership has been available only to Chicago casualty field men, the name of the club was changed to the Casualty Field Club of Illinois.

PRIORITY QUESTION RAISED

Right of Integrity Mutual Loss Claimants to Be Paid in Full Is Argued

Hearings have been held at Chicago before a master in chancery to determine the relative rights of the loss claimants in the Integrity Mutual and the rights of members for unearned premiums.

If the money and securities in the hands of the receiver can be used exclusively for loss claimants it will come near to paying them. If the members are held to be entitled to return premiums on equal terms the money will not be half enough to meet the losses and the unearned premium claims.

It is the contention of the receiver that the members are primarily obligated to the loss claimants and therefore are not entitled to withdraw any unearned premiums until the losses have been paid in full. At the hearings the receiver was represented by Edward Hennessy, of Schuyler & Weinfeld, while C. W. Armstrong, of Cox & Armstrong, argued for the equal rights of the unearned premium claimants.

Newark Casualty Being Organized

NEWARK, N. J., June 8.—William R. White & Co., prominent general agents in this city for several fire and casualty companies, are forming the Newark Casualty with an authorized capital of \$250,000. It is planned to begin operations once a paid-up capital of

\$100,000 and a net surplus of \$50,000 be secured. Mr. White is to be president of the organization; Carroll D. Hipp, vice-president, and E. H. Bigge, secretary-treasurer. For a time the activities of the Newark Casualty will be restricted to writing business in its home state.

RELIANCE CASUALTY, CAPITAL INCREASE, PLANS EXPANSION

NEWARK, N. J., June 8.—Stockholders of the Reliance Casualty of Newark recently decided to increase the company's capital from \$150,000 to \$300,000 and its net surplus from \$37,500 to \$75,000. The new issue has been all subscribed and the increase authorized by the insurance department, the Reliance Casualty now having the additional funds.

At the conclusion of the fiscal year May 25, the report disclosed that the premium income of the company reached \$243,114 and its total income \$336,039. Present admitted assets are \$561,180 with liabilities of \$155,853. In the first year of its operation the company appointed 84 local representatives. It is intended to seek entry into Maryland and Virginia within 30 days, consideration being given the establishment of a branch office at Baltimore which would have jurisdiction of the two states named.

Officers chosen for the new year are: President, Charles F. Lynch; first vice-president, Russell B. Taylor; second vice-president, Robert Ogorman; secretary-treasurer, Harry M. Biggin.

Sanders Brought Big Suit

Cameron H. Sanders of Cincinnati, former secretary of the American Liability of that city, has sued the Pennsylvania railroad for \$100,000 damages for injury sustained Nov. 27, when driving his automobile in Butler county, near Monroe, O. Mr. Sanders states that he attempted to cross the railroad tracks when his automobile was hit by a freight train. He sustained fractures of both bones in his left leg and was otherwise injured.

The charge is made that the locomotive was without a headlight as the accident occurred in the evening. It is also claimed there were no safety gates or warning bells at the crossing nor did the engineer sound his whistle or ring the bell.

Move to New Quarters

Edward H. Walters & Co., general agents for the Republic Casualty in Chicago, have moved to larger quarters in the new Adams-Franklin building, 222 West Adams street. Mr. Walters was formerly a member of Walters & Durfee, general agents for the International Indemnity.

Was No Negligence

LINCOLN, NEB., June 8.—Negligence cannot be presumed but must be proved, says the supreme court in relieving the city of Schuyler, Neb., and its insurance carrier from any responsibility for the injuries sustained by Charles Hashberger when he stepped on the loose cover of a manhole that tilted and painfully injured him. The court said that there was no evidence that any of the city officers had negligently allowed the cover to be loosely replaced on the manhole or had directed that it be done, and that in the absence of such evidence no recovery was possible.

Compulsory Bill Again Killed

MADISON, WIS., June 7.—The Wisconsin assembly refused to reconsider the Miller compulsory automobile liability insurance bill last week and killed it when it came up. The Schauer bill on compulsory insurance is the only one pending now and it is to come up for vote this week.

The legislature also killed the measure which would have repealed Section 85.25 of the statutes. This was included in Senate Bill 454, which would prevent the naming of an insurance company as co-defendant in actions against the assured, a practice brought into vogue through the enactment of Section 85.25 in the 1925 session of the legislature.

HEAVY PREMIUMS PAID TO COVER CHILD LABOR

EMPLOYERS REALIZE HAZARD

Ethelbert Stewart Reviews Recent Developments of Methods for Compensating Minor Workers

Ethelbert Stewart, commissioner of labor statistics of the United States Department of Labor, in an address before the annual convention of the Association of Governmental Labor Officials of the United States and Canada at Paterson, N. J., June 3, said that small employers have at last been brought to realize the hazards to minors in their employ and are paying heavy rates for insurance rather than be directly responsible for accident compensation.

Mr. Stewart reviewed the history of compensation for minors before passage of the compensation laws and said that the smaller employers in many cases insured themselves in accident and liability companies. The larger of these companies, he said, undertook to set the standard for safety appliances and equipment and required the companies whose insurance they carried to live up to the standard. The result was a material reduction in accidents. He pointed out that in the early days of workmen's compensation legislation accidents were reduced, but in some of the states the minor had no rights under the compensation law and in others only illegal employment was affected.

Laws Construed to Cover

The laws in some states still do not explicitly cover minors, but the courts in most of these states construe the existing laws to cover them. In Pennsylvania it is optional with the injured to sue under the old liability law or to claim compensation. Minors apparently are excluded from compensation in nine states and court decisions have excluded them in five others. The idea back of such exclusion seems to be that the minor will fare better under the old liability law in case of an accident than he will under the compensation law.

Mr. Stewart said that his remarks to this point covered the original operation of the workmen's compensation laws. A later development, he said, is that premium rates charged appeared very high and that many large corporations after dealing with insurance companies for some years decided to carry their own risks.

Shift Is Made

This movement has become so general that a shift has taken place in the proportion of small employing companies now carried by insurance companies. The large corporations, however, knowing how much accidents cost, have spent good sums in accident prevention work. But the large corporation usually is not a large employer of children. Usually it is the employer not big enough to become a self-insurer that employs the greatest number of young persons.

In concluding, Mr. Stewart said the fact that the cost of compensation insurance is increasing in the case of most of the insurance carriers indicates that if large corporations are eliminated the accident rate among smaller employers' establishments is increasing.

F. W. Lafrentz Honored

F. W. Lafrentz, chairman of the board of the American Surety, was given the honorary degree of LL.D. by Lincoln Memorial University, Harrogate, Tenn., at the commencement exercises last week. Mr. Lafrentz delivered an address before the graduates of the academic department of the university on that day.

J. M. Beer, an expert on credit insurance, has been added to the staff of the Des Moines branch of the United States Fidelity & Guaranty. He was formerly with the American Credit Indemnity.

GRAND 3270

WISCONSIN CASUALTY SERVICE CO.

BRUMDER BLDG., 105 WELLS ST.

General Adjusters—Auditors—Inspectors
MILWAUKEE, WIS.

EMPLOYERS INDEMNITY CORPORATION

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CASUALTY REINSURANCE
AND EXCESS INSURANCE
EXCLUSIVELY. A compre-
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and Life Companies which issue casualty
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Companies may negotiate with our Home
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THE EMPLOYERS' LIABILITY ASSURANCE CORPORATION Ltd.
 THE EMPLOYERS' FIRE INSURANCE COMPANY
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SAMUEL APPLETON BUILDING
 110 MILK STREET, BOSTON, MASSACHUSETTS

WHEN advertising was in its infancy the extravagant claims of advertisers were excused under the misnomer of "good advertising." Reality was something else again.

Times have changed. Truth in advertising is now demanded by the readers of a periodical as well as by any advertiser worthy of the name.

The policy of liberal treatment to its policyholders plus the

policy of fair dealing with its representatives is what makes "The Service That Satisfies" a reality and not a mere advertisement.

The insuring public also demands sound advice on insurance problems. The Employers' Group agent is sought because he can give such advice—because "Wise Men Seek Wise Counsel."

Ask any agent of The Employers' Group

[AGENCY CONNECTIONS STILL OPEN IN SEVERAL TERRITORIES. WRITE AGENTS DEPARTMENT AND YOUR LETTER WILL BE REFERRED TO THE PROPER PARTY.]

TEXAS LOCAL AGENTS NUMBER

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

FRIDAY, JUNE 10, 1927

REPUBLIC INSURANCE COMPANY OF TEXAS HOME OFFICE DALLAS, TEXAS

Announces the Opening of an

Automobile Insurance Department

(Five Point Policies)

In cooperation with

The UTILITY INSURANCE COMPANY

G. G. SHEERIN, GEN. MGR.



Address inquiries to G. G. Sheerin, Mgr. Auto
Department, P. O. Drawer 1012, Dallas, Texas

Texas Agents should avail themselves of the exceptional facilities offered by the underwriting experience and combined field force of these two Texas Companies :: ::

WHY NOT COMPLETELY PROTECT?

WITH THESE TOOLS IN YOUR KIT YOU CAN SELL LIFE INSURANCE

1. *An up to date CANVASSING PORTFOLIO which tells the story of life insurance in a way that every prospect can understand. It is graphically illustrated with charts and drawings.*
2. *An illustrated brief—
a new innovation.*
3. *A pre-approach plan that actually
CONVERTS
"suspects" into prospects.*
4. *A complete line of policy contracts.*
5. *SPECIAL PLANS FOR CHILDREN OF ALL AGES.*
6. *Lowest rates consistent with sound actuarial practices.*
7. *A new plan of agency cooperation.*
8. *Constant development
of new sales plans.*

Not only are you overlooking a most satisfying source of premium income if you are not writing life insurance, but you are neglecting an important opportunity to be of further service to your clients.

As you go about from day to day handling every kind of insurance except life do you not have inquiries about this coverage—or could you not easily suggest the need for further protection knowing as you do the insurance needs of your clients?

Your policyholders think of you as their insurance man—a man from whom they can secure an answer to their every insurance question. Would not your standing and reputation be considerably enhanced if you could answer their life insurance questions also?

And your premium income would show a most surprising increase. An important consideration!

A suggestion of the calibre of the BANK SAVINGS Life Insurance contract and the type of organization it is, is contained in the information given on this page—but we would like to fully explain the opportunities which a connection with the Bank Savings Life offers every man located in its territory.

Write today for the complete story.

TEXAS FIRE INSURANCE MEN!

Hundreds of Texas fire agents have substantially increased their premium income by the addition of life insurance to their agency services. The Bank Savings Life offers you Texas agents who have not as yet secured the representation of some life insurance company a real opportunity to round out your insurance service. A complete insurance service is a sensible and logical way to increased profits and to a more satisfactory agency service. Why not write for complete details today?

Address your communications to

GEO. L. GROGAN, Manager of Agencies

Admitted Assets

Dec. 31, 1926

\$3,519,222.00

Insurance Now In

Force Over

\$32,000,000.00

The BANK 'SAVINGS LIFE INSURANCE COMPANY
Topeka, Kansas



Life Insurance in Force

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\$383,578,015.00

Surplus Security to Policy-Holders

\$3,874,514.37

Conservative Progress Every Year.
Operating From Coast to Coast,
Canada to the Gulf, Cuba
and Hawaiian Islands

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GALVESTON, TEXAS

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TEXAS INSTITUTIONS DEDICATED TO TEXAS SERVICE THRU
RESPONSIBLE TEXAS AGENTS

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Galveston

Complete Automobile Protection

In One Policy

Liability—Property Damage—Collision—Fire—Theft—Tornado

Fidelity and Surety
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Capital and Surplus
over
One Million Dollars

American Fire & Marine Insurance Company

Galveston

Fire—Rents—Leasehold—Windstorm—Marine—Automobile

Complete Automobile Protection

In One Policy

TEXAS INSTITUTIONS DEDICATED TO TEXAS SERVICE THRU
RESPONSIBLE TEXAS AGENTS

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The National Underwriter

THIRTY-FIRST YEAR No. 23-A
EXTRA EDITION 25 Cents a Copy

CHICAGO, CINCINNATI AND NEW YORK, FRIDAY, JUNE 10, 1927

Office of Publication, 175 W. Jackson Blvd. Chicago, Illinois

TEXAS AGENTS
NUMBER

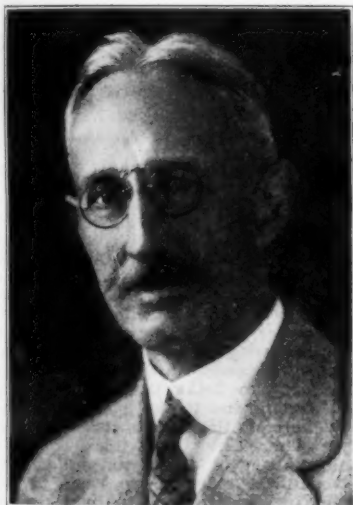
Burton Elected to Head Texas Agents

Galveston Man Made President at Dallas Meeting, With Strong Corps of Aides—Attendance Sets New Record

Burton New President

Convention Headquarters,
Adolphus Hotel,
Dallas, Tex., June 10.

THIS year's meeting was the largest and most enthusiastic meeting ever held by the Texas Association of Insurance Agents. The registration showed that about 550 people were in attendance. Agents from all parts of the state were present. In addition there were many field men and guests. The large attendance is a fine tribute to the



FRED M. BURTON, Galveston
New President Texas Association

work of the officers and the various committees, prior to the meeting.

At each business session the meeting hall was well filled. The closest attention was given to all the speakers.

Fred M. Burton of Galveston is the new president of the organization. Guy C. Saunders of Amarillo was elected vice-president, and D. G. Foreman of Fort Worth was reelected secretary-treasurer.

Mr. Burton for many years has taken an active part in the affairs of the association. He is one of the hardest workers in the organization. He has the interest of the agents at heart at all times. He has served on important committees for several years. He is well equipped for the new office, and by his election the success of the association during the coming year is assured.

Guy C. Saunders of Amarillo, the new vice-president, and D. G. Foreman of Fort Worth, who was reelected secretary-treasurer, are both well known to

NEW OFFICERS ELECTED

PRESIDENT

Fred M. Burton, Galveston

VICE-PRESIDENT

Guy C. Saunders, Amarillo

SECRETARY-TREASURER

D. G. Foreman, Fort Worth

BOARD OF DIRECTORS

Fred M. Burton, Galveston; Guy C. Saunders, Amarillo; R. W. Thompson, Dallas; C. H. Walton, Fort Worth; C. L. Duncan, Mount Pleasant; D. C. Crowell, El Paso; C. H. Roberts, Beaumont; Tucker Blaine, Houston.

REGIONAL VICE-PRESIDENTS

District 1—R. Beeler, Mineral Wells.
District 2—Dallas Smith, Dallas.
District 3—George A. Adams, Bryan.
District 4—C. H. Fox, Waco.
District 5—F. M. Coleman, San Antonio.
District 6—John C. Echlin, El Paso.
District 7—George S. Williams, Amarillo.

LEGISLATIVE COMMITTEE

G. Mabry Seay, Dallas, chairman; A. R. Andrews, Dallas; Marcus Phillips, Kingsville; George Wicker, Austin; L. B. Horton, San Angelo.

the agents of Texas. These men, associated with President Burton, make a fine combination.

The members of the board of directors are all strong men and can be relied upon at all times to chart a successful course for the organization.

G. Mabry Seay of Dallas, who has been chairman of the legislative committee for a number of years, was again named chairman of this body. Mr. Seay has performed yeoman service in the interest of the Texas agents for many years and can always be counted on to do the proper thing at the proper time.

Will Develop Plan for Regional Meetings

The most important work to be done by the Texas Association this year will be the development of the plan of holding regional meetings. Those in charge of the Association's affairs will bend every effort toward this end. Regional vice-presidents were elected for the state. The state was divided into seven districts and a strong man chosen for each district. Judging from the interest shown in this plan at this year's meeting, much will be accomplished during the year. The past year the legislature was in session and much of the time and

effort of the association members was taken up with legislative matters. This year there will not be a session of the legislature and it is the intention of the association to get behind the regional plan wholeheartedly.

The members of the Texas Association, while unable to secure passage of an agency qualification law during the recent session of the legislature, are in no way discouraged. They will keep up the fight and it is confidently predicted that when the next session of the legislature is held in 1928 an agency qualification bill will be passed.

It is hoped that during the coming year agents in Texas who are now affiliated with what is called the country agents' association will become members of the Texas Association of Insurance Agents. It was pointed out by many speakers that there is absolutely no need for two organizations.

The officers for the ensuing year were elected at a meeting of the board of directors which took place immediately following the close of the regular meeting.

The place of the meeting for next year will be decided by the board of directors. The Houston Chamber of Commerce extended invitation for next year's meeting.

Attendance Sets Record

Convention Headquarters,
Adolphus Hotel,
Dallas, Tex., June 10.

THE ballroom of the Adolphus Hotel was crowded to capacity when President R. W. Thompson sounded the gavel at the opening session of the Texas Association of Insurance Agents Thursday morning.

Ray McDowell of Dallas, general chairman of the convention, received quite an ovation when he announced



R. W. THOMPSON, Dallas
Retiring President Texas Association

that the registration Thursday morning was far in excess of the number registered at any previous convention of the association.

Following the invocation by Dr. William Anderson, First Presbyterian Church, the address of welcome was given by R. E. Burt, mayor of Dallas. In responding to the address of welcome Marcus Phillips of Kingsville took occasion to comment upon some of the benefits of organization work. He spoke briefly on the valued policy law and the agent's qualification law.

Suggestions Made in President's Address

In his annual address, President Thompson showed that he had given considerable thought to matters of interest to the Texas agents. Among other things he suggested that the incoming administration use every effort to put in operation the plan of holding regional

meetings. He said that the appointment of regional vice-presidents and the conducting of meetings in various sections of the state will mean much to the association.

The past few months the legislature of Texas was in session and for that reason the legislative committee has had much work to do. G. Mabry Seay of Dallas, chairman of the legislative committee, made a report for that body. He told of the work done by his committee at the recent session of the legislature.

Association in Fine Financial Condition

The report of Secretary-Treasurer D. G. Foreman of Fort Worth showed that the Texas association is in excellent financial condition. The association has over \$5,000 cash on hand with not a penny owed. The membership list now contains the names of 390 agents. Mr. Foreman explained that it is most necessary that the agents pay their dues at the proper time. The dues are payable



C. H. WALTON, Fort Worth
Retiring Chairman Board of Directors

Sept. 1 of each year. At the conclusion of the reading of this report it was evident that those assembled were much gratified at the fine condition of affairs. It will be remembered that only a few years ago the Texas association owed the National association quite a sum of money. This debt has all been paid and the association now has a very handsome cash balance on hand.

Notable Addresses Thursday Afternoon

There were some excellent speeches delivered Thursday afternoon. M. F. Mills of the Citizens Saving & Loan Association of Fort Worth spoke on "Cooperation Necessary Between Loan Companies and Insurance." A. D. Langham of Texas had for his subject "Price vs. Quality." George E. Turner of Chicago, general counsel for the Casualty Information Clearing House, talked to the agents about "Meeting Sub-standard Competition."

D. J. O'Keeffe of Fort Wayne, Ind., who is chairman of the casualty committee of the National association, was called upon and spoke briefly. He urged the Texas agents not to become discouraged over their failure to have a qualification law passed. He said there are many instances where such a bill has been passed after several years of fighting. He mentioned the fact that in Connecticut it took many years by the agents in that state before securing the passage of this bill. He told the Texas men that in Indiana the qualification bill has been up for passage three times. They have not succeeded in getting such a bill passed as yet, but he believes it will not be long now until Indiana has an agency qualification bill. He predicts that there will be a qualification bill on the statute books of every state.

H. A. Lawrence of Fort Worth, for-

(CONTINUED ON PAGE 10)

RESOLUTIONS ADOPTED

The committee on resolutions submitted the following, which were adopted: The association has heard the report made by your retiring president, in which report certain recommendations were made and we believe the report of the president should be received in its entirety and adopted by the association. We particularly commend for your favorable consideration, and suggest that you go on record as favoring the extension of the activities of our association through regional districts, as outlined in the report of the president.

* * *

This association has heretofore gone on record as favoring four principles which have been agreed upon between the National Association of Insurance Agents and a committee representing the fire insurance companies, and we wish to recommend that this association reiterate a former resolution favoring these principles, which are substantially as follows:

"That the unduly large percentage of policies returned for flat cancellation as not taken should be discontinued by the agents in so far as possible.

"That the best interests of the insurance business and all connected therewith, including the public, is not served by the companies appointing financial institutions as their agents, or individuals connected with financial institutions, except that in applying this principle, consideration be given to population, locality and whether or not established agencies unattached to financial institutions are supplying the insurance needed in that community."

And we also wish to reaffirm our approval of their agreement "that competition between companies in the extension of credit is not to the best interests of the agents, the companies and the insuring public."

And we very forcefully endorse the proposition which has been mutually agreed upon between the companies and the National Association "that they are unalterably opposed to government encroachment in private enterprises, because the function of the government is political and not industrial. Government interference in private business is calculated to destroy private initiative, increase paternalism and lessen efficiency."

We believe that these recommendations are to the best interest and should receive wholehearted approval and be adopted by every insurance company and by every insurance agent in their dealings with each other.

* * *

We recommend for your adoption the report of the legislative committee in its entirety, and recommend that consideration be given to several suggestions contained therein, especially to those suggestions pertaining to the continued effort on behalf of the agents of this state to use all honorable methods to bring about the repeal of the valued policy law and anti-coinsurance law now upon the statute books of this state. It has been proven that these two laws, especially the valued policy law, have a direct bearing upon the fire loss in this state, and in consequence of same the public of the state is paying for these losses in their insurance premiums. As set out in the report of the legislative committee, we believe the agents of this state as good citizens, and being charged with the duty of looking after the insurance interests of the public, should to the best of their ability do all in their power to bring these facts to the attention of the citizens in their respective communities through their chambers of commerce, civic organizations and commercial bodies, to the end that they may be made to realize that these laws are not to the best interests of the people of the state, and by so doing we believe that they will join us in asking our legislators to repeal them.

* * *

It was also pointed out in the report of the legislative committee that the commissioner of insurance had no discretion in the issuing of licenses to agents, and we believe that this condition has brought about to a large extent the appointment of a great many agents in this state who should not be appointed, and we believe the same condition also contributes largely to the fire waste in this state, because under the present system of appointments, agents have been licensed and are being licensed daily for purely selfish purposes and some such agents have no regard for the proper conduct of our business. We recommend that this association go on record as favoring a law to correct these evils and recommend to all the agents in the state that they use their best efforts to bring about the passage of the law which was introduced in the last session of the legislature, which had for its main purpose the correction of these evils.

* * *

Our attention has been called to the probability of the enactment at some future date of some form of compulsory automobile insurance. We recommend that this association go on record as disapproving any form of compulsory automobile insurance and that the agents throughout the state acquaint themselves with all the vices incident to such form of insurance, in order that they may be prepared intelligently to advise our legislators regarding same in event it is introduced in some future legislature.

* * *

We recommend that your incoming officers and board of directors and regional vice-presidents do everything in their power that they can honestly and conscientiously do to disabuse the minds of some of the agents in the smaller towns of the state that our association is not being operated in their interest. We recommend that the officers and committeemen give as much publicity as possible to the fact that this association is desirous of advice and counsel of these agents in the smaller towns and that we will at all times be of assistance to them in handling or in helping them to handle any of the many problems that confront them.

* * *

It has been called to the attention of your officers and directors that some misunderstandings have arisen between the companies and agents in connection with return commissions on return premiums brought about by the cancellations of policies in certain agencies in this state. We think that this matter is of sufficient importance to warrant the serious consideration of this convention and we recommend that your incoming officers and directors endeavor to agree upon some fair and equitable practice to the end that no further misunderstandings may be had. It is not to be disputed that when an agency writes a policy, delivers it to the assured, collects the premium, and does all the other things necessary to the proper handling of the transaction, and is forced to do all these things again after the business has been accepted by the company, he is put to additional expense and this expense in the case in the matter we have in mind is thrown on the agent through no act of his own, but that of the company.

Agents throughout this state have been confronted with some cut-rate competition from stock companies. The officers have been furnished numerous letters addressed directly to the assured in which certain companies offered to write the risk at a rate of 10 percent less than that promulgated by the state authorities. An examination of reports on file at Austin reveals the fact that some of the largest and oldest stock insurance companies, all of whom are represented by leading agents in this state, are listed on the back of some of the reports by these companies as reinsuring their business. We recommend to this convention that they go on record not only as opposing the practice of the companies cutting the rates, but deplore the fact that the larger and older companies consider it necessary to aid these cut-rate companies by giving them reinsurance, and we recommend to your incoming officers that they communicate with these companies granting this reinsurance and point out



D. G. FOREMAN, Fort Worth
Secretary Texas Association

to them that we do not consider it fair competition.

* * *

Senate bill 242, placing the matter of handling automobile insurance in the state in the hands of the insurance commissioner is now a law, and according to its terms becomes effective on June 15. Under the law, the commissioner is charged with approving rates, policy forms, etc., and with doing other things necessary to make the law operative. We recommend to the agents throughout the state that inasmuch as this is a great undertaking involving a considerable amount of detail work, that they give all the assistance possible to the authorities at Austin in putting this law into effect and to cooperate with them in every way possible to the end that the automobile business may be properly handled.

* * *

We recommend to the agents in this convention assembled that they instruct their incoming officers and committees to continue that same splendid and cheerful cooperation with the companies which has been in evidence for the past several years and which has brought about a better relationship, and has resulted, we believe, to our mutual advantage. We recommend that this association go on record as being in accord with the activities of the state fire marshal and local fire marshal and all organizations which have as their purpose the reduction of fire waste in this state, and pledge the association to the support of all such activities.

J. W. Alexander, president of the Southern Casualty of Alexandria, La., and Miss J. E. Wilson, agency supervisor, were among the visitors at the convention.

Quality Greater Essential Than Price

SPEAKING on "Quality vs. Price" at the convention of the Texas Association of Insurance Agents, A. D. Langham of Langham & Maillot, Houston, one of the wheel-horses of the Texas association, opened his discussion by dividing insurance agents into two classes: 1. Insurance salesmen. 2. Insurance peddlers. His definition of these two classes was as follows:

The insurance salesman is an agent who has made a conscientious and analytical study of his business, and therefore is in position to render a real service to his clients through a study of his insurance needs and is able to work out for his clients an intelligent plan of insurance that will give complete protection.

The insurance peddler is an agent

who has no interest in knowing about and understanding.

(5) Make it apparent to your client that you desire your relations with him to be of a substantial permanent character which characterize the negotiations and conferences between counsel and client rather than casual temporary relations between salesman and buyer.

Cheapest Policy Seldom, If Ever, the Best

Taking up the matter of meeting "cut rate" competition, he said:

"If you can qualify as an insurance salesman you are in a position to overcome such obstacles as 'cut rates' by demonstrating to your client that there is a vast difference in insurance contracts, and that the cheapest policy is very seldom, if ever, the best.

"The real value of any insurance is disclosed at the time a claim is presented against it. As has often been said, any insurance is good enough so long as there is no occasion to use it. There is a market for cheap insurance, just as there is a market for cheap commodities of almost every kind. The insurance buying public as a whole, however, has learned that cheap insurance is not likely to prove any real bargain and there is a pretty well established price level applying to insurance, which is dependable protection backed by the kind of service which in a case of many kinds of insurance is as valuable as insurance itself. In other words, it is what the insurance policy pays back at the time of claim rather than what is paid for a policy at the time it is taken out that counts.

Factors That Must Enter into Premium

"It is obvious that on any line of insurance, the company writing it must charge a premium which will be sufficient to meet the losses that will be incurred under the policies written, and also pay the agent a reasonable commission to compensate him for his efforts in securing the business, and also to pay a sufficient amount to meet the company's overhead expenses and allow a small margin of profit.

"Insurance rates are based on the experience of companies writing the class. These rates are made by actuarial bureaus which combine the experience of the various companies operating over the country, and these rates are just as sound as it is humanly possible for them to be, as the experience of the past is the only safe guide for providing for the future, and any company basing its

charge on other than true experience is building its foundation on the sand.

Spread of Business Needed To Avoid Excessive Losses

"In addition to the care and selection of business, the company should have a considerable spread of business in order to avoid excessive loss ratio. The cut-rate company usually operates in a comparatively restricted territory, and cannot therefore have the benefit of a wide spread of risks to keep its loss ratio down. This kind of company also in many instances pays its agents an excess commission in addition to cutting the rates, but even with the excess commission, the agent's earnings are not the same as on a similar policy in a standard company. Obviously the agent representing such concerns must sell a larger volume of insurance in order to secure the same amount of premiums as would apply to standard policies.

Fire Insurance Well Stabilized in Texas

"The fire insurance business is very well stabilized in Texas, as the policies are standard and the rates are fixed by the state insurance commission. Therefore there is very little rate competition in this class of insurance, except with mutuals and reciprocals, and I believe that the competition with reciprocals and mutuals in the fire insurance business is daily being minimized. They can only offer the promise of future dividends, and there have been so many failures of these companies in the past that the public is beginning to wake up to the fact and would rather pay the price of reputable stock companies and be sure of getting pay for losses when they occur, than gamble with unknown possible dividends.

Cut-Rate Competition in Casualty Field

"Casualty business unfortunately, with the exception of workmen's compensation insurance, has always been in this state more or less subject to cut-rate competition. Almost the first question asked by any prospect for casualty insurance is: 'What is your rate?' Personally, I dodge this question wherever or whenever it is possible but if I cannot dodge the issue, I answer the question by stating to the client: 'My rates are the highest rates on the market, but no higher than any reputable company that pays its losses without delay and without compromise or demands for contributions.' I find this

answer generally gets the prospect's undivided attention, because the answer is not what he expects.

Talk on Contracts and Service Rendered

"I am then in a position to talk to him on basis of contract and service rendered and demonstrate to him that my contract is a better one than my cut-rate competitor and is actually worth the additional premium charged. I can generally prove to the client that the best contract is the one to buy—regardless of price—as insurance is protection from a hazard which the individual can not afford to take the chance of carrying himself. Therefore he cannot afford to gamble in buying insurance, and should only buy the best contracts and only



A. D. LANGHAM
Houston

who has not qualified himself for his profession by a careful study of his business, and therefore follows the line of least resistance, and offers his client the cheapest policy he can obtain with no thought of a definite plan or the ultimate benefits to be derived from the policy.

Real Service Consists of Five Elements

Further defining the much-abused word, "service," he said that real service consists of the following five elements:

(1) Fortify yourself with an exact understanding of the purpose, extent and premium rate of every form of coverage which you have either sold or expect to sell to your client. Your client naturally and properly looks to you as dependable source of information regarding the forms of insurance you sell. Evasive and incorrect answers to any question he may ask will impair or destroy the confidence upon which his patronage is based.

(2) Determine by careful analysis of your client's personal or business interests that the form of coverage which you sell to him is at the time of sale carefully fitted to his individual needs.

See that Coverage Meets Present Need

(3) Make sure, by keeping in touch with your clients and continuing to study his needs, that any coverage you originally sold him is extended or otherwise revised to conform to any change in the nature or extent of the insurable interests affected.

(4) Be the first to acquaint your client with any new form of insurance or new form of contract which it should



D. J. O'KEEFE
Chairman Casualty Committee National Association



RAY McDOWELL
Dallas



DAVIS STRIBLING
Waco

those issued by the most substantial companies, and cost should be a secondary consideration.

Automobile Indemnity Contract Is Opposed

"I believe that the majority of the casualty companies' automobile policies are indemnity contracts but most of them contain a so-called bankruptcy clause which improves this contract materially. Without the bankruptcy or insolvency clause in the contract I consider the policy a dangerous one to buy, because the company, if it sees fit, can refuse to settle a claim and force the assured to actually pay the claim before filing suit or force them into bankruptcy.

"People buy insurance for protection. They want insurance that is sure. It is the prime responsibility of the agent to see that his clients invest their money only in that kind. The long list of reciprocals, inter-insurers and other cut-rate organizations which have failed recently emphasizes the paramount importance of representing an insurance organization of unquestioned stability with a national reputation for paying all just claims promptly and equitably.

Agent's Business Depends on Clients' Confidence

"An agent's business grows in proportion to the confidence placed in him by his clients. Therefore you can readily see that if one of your clients had a cut-rate policy which you had sold him, and if that client was dissatisfied because of being obliged to meet all or part of the loss himself—when he supposed that he was covered—it would raise a question in his mind as to whether or not he was fully covered on other lines that you had sold him."

Qualification Laws for Agents Discussed at Friday Sessions

AT THE Friday morning session E. C. Cooper of Dallas, general manager of the Southwestern Adjustment Company, addressed the meeting on "Troubles in Adjusting Caused by Faulty Policy Forms." He told of many instances where improperly drawn forms were the cause of much controversy at the time of loss. There was much interest manifested by those present and at the conclusion of his talk several agents asked questions of Mr. Cooper.

Believes One Agents' Association Sufficient

T. M. Campbell, Jr., fire insurance commissioner, discussed "An Insurance

state fire marshal and other civic bodies will help a great deal in keeping the losses down. He announced that his office will have six inspectors and two arson men. This additional help will enable his office to do much good work for the agents.

Holton Tells About New Automobile Insurance Law

George N. Holton, member of the fire insurance commission at Austin, discussed briefly the new automobile bill which goes into effect June 15. He said the companies will have 90 days in which to file schedules of rates and copies of forms and endorsements. He said that until the commission has promulgated rates the agents should handle their automobile business just as they have been doing. Mr. Holton said that lack of cooperation on the part of the local agents and companies was the cause of many of the troubles in the business today. He also pointed out that over-insurance was one of the great evils.

R. B. Cousins, Jr., assisted by attorney general of Texas, who helped draw up the agency qualification bill which was presented at the last session of the legislature, spoke briefly on this bill.

The bill was not passed. Mr. Cousins believes that this qualification bill would have been a good thing for the business as a whole and would not have been of any harm to any legitimate insurance agent.

Rate Making Problems Are Explained

"A Lesson in Rate Making" was the subject handled by Kingston Pickford, chief rater of the state insurance commission. That the agents were interested in what Mr. Pickford had to say was evidenced by the fact that many of them presented questions to him which were answered in a most satisfactory manner. In addition to telling the agents some interesting things with reference to rate making, he used a black board for illustrations. Among those who took part in the discussion following Mr. Pickford's address were Louis Voiers, Coleman; C. Y. Tully, Wichita Falls; Fred I. Fisher, Taylor; Dallas Smith, Dallas; Douglas Montgomery, Galveston; Mrs. T. F. Johnson, Wichita Falls; W. L. Stiles, San Antonio.

R. L. Daniel, member of the fire insurance commission, spoke for a few moments regarding the relation of the local agent to the state insurance department. He is much in favor of a qualification bill. He said an agent should be licensed on merit. If there were a system of qualification a license to an agent would then mean something. He believes an agency qualification law

would be of benefit to the public and the companies also.

Wants Flat Commission for All Agents

Friday afternoon Fred I. Fisher of Taylor said he believed that a flat commission should be in effect in Texas. He thinks that if the commission were as low as 15 percent, conditions in the agency ranks would be much improved. There was no further discussion on this subject.

T. E. Braniff of Oklahoma City, Okla., who operates a general agency in Oklahoma and is well known throughout the country for his activities in the casualty business particularly, and who recently established offices in Texas and now represents companies operating throughout the state, was called to the platform by President Thompson and made a few remarks to the Texas agents, expressing



MARCUS PHILLIPS
Kingsville

Agent as He Should Be." Mr. Campbell is a new member of the fire insurance commission. He has been a local agent for a number of years and was a member of the state association when in the local agency business. He is firmly convinced that local boards and the state association are very helpful for all those engaged in the business. In Texas there has recently been organized what is called the Country Agents' Association. Mr. Campbell said that in his opinion there is no need for two associations. He touched briefly on the agency qualification law. He said that one of the reasons for the defeat of the proposed agency qualification bill during the last session of the legislature was the fight against it by the country agents. He said there is nothing detrimental to the small town agent in this proposed bill. He thinks it would have been a very constructive law.

Asks for Cooperation of All Texas Agents

Mr. Campbell will be in direct charge of the fire insurance business at Austin and he asks the agents for their cooperation in helping him to put the insurance division on a business basis and make his department a real service station. He promises to speed up the service of his department in every respect. He said the insurance agent occupies a position of trust. He said an agent should watch closely the moral hazard as well as the physical hazard. He called upon the agents to make a thorough study of the contract they are selling. He told the agents that they should be able to advise assureds correctly at all times. He pointed out that an agent cannot give intelligent service unless he knows his contract and knows something about how rates are made. He believes that cooperation on the part of the agents with the chambers of commerce, the

Turner Tells "Sub-Standard" Agents to Become "Standard"

IN HIS talk before the Texas agents, George E. Turner of Chicago, general counsel of the Casualty Information Clearing House, among other things said that one of the best antidotes for a sub-standard agent is for the agent to become a standard agent. He touched briefly on the benefits of organization. He said that if an agent depends upon the insurance business for a living and is unable to see the necessity of being

its members do not get together. He believes that after all, the companies' interests and the agents are the same.

Consider Standpoint of the Man Who Buys

He told the agents that the insurance business must get itself properly related to the insurance buying public. He stressed the importance of dealing with the insurance problem from the standpoint of the man who buys rather than the man who sells. He said insurance is quite intangible and pointed out the necessity of doing what we can in bringing to the insurance buying public a visualization of insurance. He told the agents to get the people to think in terms of protection rather than in terms of losses.

Agent Competing for Respect of People

In speaking of competition he said that the manner in which a man conducts himself when in competition is most important. He said an agent should always remember that he is competing for the respect of the people in his community. In his opinion no insurance agent can afford to talk disparagingly of his competitor, that the competitor has the same privilege of talking in a like manner. He said: "You should demonstrate to the buyer that you know what he needs, and show the buyer that you are the best man to supply what the buyer needs."

Buyer Is Unable to Visualize Insurance

He said that the reason people think that the price of insurance is too high is because they do not visualize insurance. He said an agent should never enter a debate with his competitor in the presence of an insured unless the competitor's goods are on a par with his own. He said the closest cooperation of the companies and agents will go a long way to help solve the question of public relation.

Mr. Turner paid high tribute to the work that the National Association of Insurance Agents is doing for the agents.



D. C. CROWELL, El Paso
Member Board of Directors

his appreciation for the fine reception he and his companies have had in Texas.

Denounces Opposition to Agency Qualification Bill

W. L. Stiles of San Antonio, a former president of the Texas association and one of the charter members of the organization, voiced his objection to the sentiment expressed by James Cravens of Houston, in an advertisement which appeared in a special edition of the "Texas Insurance," an insurance journal published in Dallas, which was distributed at the meeting. Mr. Stiles also denounced an editorial which appeared in this same edition. The editorial in question was backing up Mr. Craven's sentiment in opposition to an agency qualification bill.

Need Better Contacts With Chambers of Commerce

George A. Adams of Bryan urged the Texas agents to create better contacts between themselves and the chambers of commerce. He also said that the proposition of arraying the small town or country agent against the city agent is very hazardous. It is reported that while an effort was being made to have a qualification bill passed the idea was sent broadcast that this bill would put the small town agent out of business. Mr. Adams said that the bill, if passed, would have interfered in no way with the small town agent.

G. Mabry Seay of Dallas, chairman of the resolutions committee, made his report for that body. The resolutions as presented were adopted unanimously.

Douglas Montgomery of Galveston acted as chairman of the nomination committee and presented the report for this committee. This committee nominated the members of the board of directors and the members of the legislative committee. The report was adopted without a dissenting vote.



GEORGE E. TURNER, Chicago
Casualty Information Clearing House

identified with an association it is a waste of time to talk to such a man.

No Difference Between City and Country Agents

Mr. Turner said that there is no difference between the city agent and the country agent. He pointed out that some of the best men in the agency ranks are from the small towns. He further stated that one of the greatest menaces to the business is the inability to stick together and work out problems. He said disaster confronts it if



Fire
Automobile
Tornado
Sprinkler
Leakage
Explosion
Postal

THE **LIVERPOOL AND LONDON AND GLOBE**
Insurance Co., Ltd.
OF LIVERPOOL, ENGLAND.

Tourist
Profits
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Use and
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STAR
Insurance Co.
OF AMERICA

FEDERAL UNION
INSURANCE COMPANY

SOUTHERN DEPARTMENT—NEW ORLEANS, LA.

J. G. PEPPER, Manager

R. H. COLCOCK, JR., Assistant Manager

E. S. WAGGAMAN, Dep. Asst. Mgr.

TEXAS SPECIAL AGENTS

J. H. SPEED, 1802-1803 Allen Bldg., Dallas Tex.
P. M. MARSHALL, 1802-1803 Allen Bldg., Dallas, Tex.
LEDOUX E. SMITH, 612 Maverick Bldg., San Antonio, Tex.
W. S. ELLIS, 1601 Second National Bank Bldg., Houston, Tex.

TEXAS FARM FIELD MAN

J. W. WALKER, 612 Maverick Bldg., San Antonio, Tex.

Five hundred active agents in Texas testify to the excellent service of these companies

Where SEVENTEEN Railroads Meet the SEA!

HERE in Houston we insurance men want to take this opportunity to reaffirm our allegiance to the National Association and our belief in the principles and ideals for which it stands. We also want to extend a cordial invitation to you to visit Houston—the ideal city for work and play.

SO we have joined together in a cooperative effort to place this little message and cordial invitation before you. Drop in on one of the agencies listed below and make it your headquarters during your stay. The longer you stay the better we will like it.

WHEN IN HOUSTON A CORDIAL WELCOME AWAITS YOU AT THESE LEADING HOUSTON AGENCIES:

Allen-Gartner Ins. Agency
Post Dispatch Bldg.

W. H. Kirkland & Co.
1st National Bank Bldg.

Langham & Maillot
304 Gulf Bldg.

Lea, Radford & Robinson
Second Nat'l Bank Bldg.

Painter Reichman & Co.
400-401-402-403
Public Nat'l Bank Bldg.

Rice & Belk
Chronicle Bldg.

Westheimer Ins. Agency
Zindler Bldg.

Frank H. Hurley and
DeWitt A. Jones
Operating as Raphael Bros.
301 Mason Bldg.

Cooperation Necessary Between Agencies and Loan Companies

BY M. F. MILLS

Citizens Savings & Loan Association, Fort Worth

A MAJORITY of insurance agents render a very high grade of service to the loan companies, but I believe that any service can be improved by making a closer observation of your client's methods of handling that portion of his business which is in harmony with yours. There is a tendency on the part of some insurance agents to over-insure properties and we find that some loan companies over-loan on properties. I believe the insurance company appointing the agent should use more discretion in its appointments, thereby casting aside the agent whose only desire is to collect the premium without considering his company. This would also apply to the appointment of loan agents by loan companies. A client who will try to obtain more insurance than he is entitled to is a poor risk for a loan, and if he is successful in obtaining a loan larger than his property will justify, he is a poor risk for any insurance company.

Must Place Policies in Hands of Loan Companies

In closing of loans, it is essential that a permanent policy be in the hands of a loan agent at the time the loan is consummated. Agents can render a great service to both the assured and loan company by consulting with both parties in order that misunderstandings can be eliminated as to the term of policy to be written and the payment of premiums and the return of builders' risk policies to insurance agents in the instance of new construction work. Most people making loans are to a great extent ignorant as to the requirements of a loan company in regard to the amount of insurance and as to who should hold the policies. For the same reason insurance agents should promptly deliver renewal policies, and a statement of account promptly rendered to the assured accompanied by a letter advising that policies have been mailed to the mortgagee in accordance with the terms of the contract with the loan company.

Leave Premium Collection to Loan Companies

In handling a large volume of business there will necessarily be a number of clients who are slow in paying their premiums. Some insurance agents are evidently very poor collectors inasmuch as loan companies are called upon in a very great many instances to pay premiums on policies affecting properties on which the loan company has a mortgage. In these particular cases the agent has only mailed one statement to the assured, considering that sufficient, and then, if payment is not received, the loan company is notified that the agency is unable to make collection of that account. I believe that this one particular item has in a great many cases made it necessary for the loan companies to go into the insurance business. Why not, if they are forced to operate a collection agency for the insurance agent, write the insurance themselves? We have at times had two or three sets of policies from various insurance agents affecting insurance on the same property. Sufficient inquiry should be made by insurance agents to ascertain if other agents have their coverage.

Often Try in Vain to Communicate With Agent

We are greatly inconvenienced and at times it is a serious problem when we, as mortgagee, have knowledge of a change in occupancy or some other change which would affect the insurance and upon endeavoring to notify the insurance agent, find that no one answers

the phone and consequently he is not located possibly for two or three days. For this reason loan companies are at times obliged to request that the insurance be placed with an agency which at all times maintains an office that can take this information, thereby protecting the mortgagee's interest.

In the settlement of claims, after the matter has been turned over to the adjuster, the agency should follow it up and render such assistance as possible to expedite an early settlement. On several occasions where loss has been sustained on calling the insurance agent, we have been informed that they had nothing to do with settling the claims, which had been turned over to some adjuster. Do you think that an agency's responsibility has ceased as soon as the policy is delivered and premium collected?

Should Seek Business Directly from Owners

I regret that it has become necessary for so many insurance agencies to take on loan connections and that a large number of loan companies have affiliated insurance agencies. I feel that most loan companies have all they can do to operate their own business, and as long as the insurance agencies render anything like satisfactory service, the loan companies would in no wise consider writing insurance. We are approached almost daily by agents with the statement that they have recommended our loan to some customer and then in turn they criticize us for not sending them more customers for insurance. Friends, an exchange of business is indeed gratifying, but I consider it a better policy for both the loan companies and the insurance agencies to obtain their respective business directly from the property owners, thereby eliminating a great deal of criticism.

Thompson Given High Praises for His Work

Much deserving praise was bestowed upon R. W. Thompson of Dallas who served as president the past year and presided at all sessions at this year's meeting. Mr. Thompson is a young man of much ability. He has given a great deal of time to the association and has been a tireless worker in the interest of the agents. He conducted the meeting in a most satisfactory way. His introduction of the speakers was always done in a pleasing manner. His comment was always intelligent and to the point. He kept things moving along in fine shape throughout the meeting. In spite of the fact that he was somewhat incapacitated by having been the victim of a bite on his right hand by an insect, which became infected, so that he was unable to swing the gavel with his trusty right hand, he showed that he was versatile by bringing into play his left arm with which he made good use of the gavel.

Veterans Unable to Attend

Much to the regret of the Texas agents it was impossible for E. B. Norment and M. D. Ragland, both of Paris, Tex., to be in attendance at this year's meeting. These men have been regular attendants and are missed a great deal. Mr. Norment was unable to attend because of sickness in his family. Mr. Ragland felt that his condition would not permit his making the trip to Dallas. At the suggestion of A. R. Andrews of Dallas, a telegram was sent to both men expressing the regret of the convention over their non-attendance.

Troubles Due to Faulty Policy Forms

By E. C. COOPER

General Manager Southwestern Adjustment Company

CONFUSION in the adjustment of losses arises largely on account of forms and clauses sometimes appended to the policy contract forms. A faulty policy form is one that does not clearly express the understanding between the agent and the assured at the time the policy is issued; a form that leaves room for doubt and controversy in the event of loss, either as to the subject matter of insurance or as to the conditions under which the risk is assumed by the insurer.

Policy Should Be Made to Express Agreement

It should be a most unusual and extraordinary case to justify any local agent in claiming, after a loss occurs, that the policy contract was not properly written and did not properly express the intention of the agency or of the assured when the contract was drawn. The making of such a claim is an admission of incompetence in most cases and is a serious reflection upon the agency and is bound to be highly prejudicial to the interest of the agency with an intelligent insured. The local agent is engaged in a business sufficiently important and dignified to be classed as a profession. To represent insurance companies properly and write contracts that protect the insured in the right way, requires a high order of ability. Unfortunately, however, we sometimes find insurance agents who are quick to concede that they have not done their work properly in the preparation of insurance contracts and that the difficulty with which the assured is confronted, after the loss occurs, is wholly the result of the agency having drawn a faulty policy form that does not properly describe the subject of insurance, or does not properly state the interest of the assured in the subject of insurance, or does not properly set out the conditions of insurance applying to the risk.

Prepare Form to Cover Exact Conditions

Prepare a form that correctly states the interest of the assured in the subject of insurance, all other interests, if any, whether mortgagee or otherwise. Describe the subject of insurance so clearly and accurately that there can be no doubt as to what the policy is intended to cover. Embody in the form the clauses you and the assured intend to apply to the risk and see to it that proper permission is granted for other insurance within proper limits. When you have done these things, you have paved the way to a prompt adjustment in event of loss by writing a policy that leaves nothing to do after the fire, except to determine the value and loss, apply the contract as written and take proof.

Policy Improperly Written May Lead to Trouble

But when you write a policy in the name of John Smith, who is neither the fee simple owner of the land on which the building stands, nor the sole and unconditional owner of the personal property described in the policy, and you do not let the policy show just what the interest of John Smith is; when you issue a policy that purports to insure a two-story, shingle-roof frame barn on a farm of 160 acres and the adjuster finds two such barns on that farm and has no way of knowing whether the barn burned is the one covered by the policy; when your policy contains no permit for other insurance and the adjuster finds that other companies are interested on the same risk; in short when such faults are encountered, and it would be endless to try to name them all, then delays that will be embarrassing to your agency are bound to follow and such delays are necessarily discrediting to your agency

with a thoughtful assured for he knows that there has been a failure somewhere along the line in the preparation of an insurance contract for which he has paid his money and he holds you responsible for that failure.

Responsibility for Faulty Form Rests Partly on Agent

The whole responsibility for faulty policy forms, however, does not rest upon the local agents. Certain forms which appear to possess no faults, whatever, on their face and seem clearly to express the intent of the contracting parties, have been rendered faulty by certain practices that have resulted from conclusions reached, through processes of the purest sophistry instead of through processes of clear deductive reasoning. I might cite as an illustration the old co-insurance clause known as the "agrees to maintain co-insurance clause."

The purpose of this clause has always been to limit liability of the insurer to such pro-rata of the loss as the amount of insurance bears to the percentage of co-insurance required. Its purpose and meaning is identical with that of the tribulation clause. The old co-insurance clause provides that the assured shall maintain insurance to a certain percent of the value of the property, and failing so to do shall be a coinsurer for the deficit, and shall bear a ratable proportion of the loss. The reduced rate contribution clause provides that the company shall not be liable for any greater proportion of loss to the property described in the policy than the sum insured bears to the percentage of insurance required. It has been contended in many important losses that the co-insurance clause is a promissory warranty upon the part of the assured to maintain insurance

equal to a stipulated percentage of the value of the property insured, but that it does not limit the liability of the company, it being claimed at the same time that the reduced rate contribution clause limits the liability of the company to such pro-rata of loss as the amount of insurance bears to the percentage of co-insurance required.

Contend Policy Covers Property Left in Custody

Another case of faulty forms that give rise to no end of trouble in the adjustment of losses on account of not having expressed the intention of the parties, is encountered on policies insuring stocks of merchandise, or other property, in which, after the descriptive part of the form the following language appears: "Their own or held by them in trust, or on commission, or sold but not delivered, for which assured may be legally liable in case of loss by fire." I have found many cases in the adjustment of losses where the assured contended that the company was liable for property left

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Rendering the maximum of SERVICE to our big family of Texas Field Representatives and Policyholders has been the guiding factor throughout our twenty years of SERVICE.

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in his custody by customers for repairs, such as automobile tires, clothing left to be cleaned and pressed, and the assured was usually supported by the local agent in his understanding as to the purpose and meaning of the contract. If, in such cases, it is the intention of the agent to cover outright automobile tires left to be repaired, clothing left to be cleaned or pressed, articles left at the laundry to be laundered and so on, then the language of the contract does not express the intention of the parties and the form is faulty.

**Bailee Not Liable
Except for Negligence**

The custodian of property in such cases is what is known in the law as "bailee for hire," and he is not charged with extraordinary care in the preservation of the property but is only charged with such care as would be exercised by a prudent man in the discharge of his duty and if the property entrusted to him is destroyed through no fault of his, then there is no liability on the part of the bailee and no liability on the part of the insurance company insuring his legal liability. If it is the intention of the insurance contract to cover the property of the customer while in the hands of the bailee without reference to the bailee's liability, then the form

should express that intention in clear language so that the insurer will be able to determine just what kind of liability he is assuming and if he does not want to insure that kind of a risk he can retire from it.

**Must See All Policies
to Write Concurrently**

A local agent should never hazard the chance of issuing a policy on property on which there is other insurance without seeing all of the policies, comparing all of the forms and seeing that all forms are concurrent, describing the subject matter of insurance in the same way, subject to the same clauses, and conditions. As an illustration of trouble that may arise on account of these concurrences, I desire to call to your attention a loss in an adjoining state, in which the value of the property was \$244,098 and on which there was a loss of \$10,909. There was insurance of \$60,000 covering blanket over the entire value subject only to the 90 percent co-insurance clause. There was also insurance of \$159,688 covering blanket over above value subject to the 90 percent co-insurance clause and distribution average clause, making the total insurance \$219,688, which was exactly 90 percent of the value of the property covered under both sets of policies. The exactness as to the amount of insurance arose on account of there being a reporting cover that operated to make the insurance exactly equal 90 percent of the value of the property at all times. The policy forms were faulty and non-concurrent in that the blanket insurance aggregating \$60,000, contained only the 90 percent co-insurance clause, while the insurance aggregating \$159,688, contained both the 90 percent co-insurance clause and the distribution average clause.

**Two Methods of Apportionment
Were Debated After Loss**

Two methods of apportionment were contended for, one of which resulted in the \$60,000 insurance paying the sum of \$2,979, while under the other method of apportionment the \$60,000 insurance, subject to the 90 percent co-insurance clause, was called upon to pay \$7,826, or nearly three times as much as under the first method of apportionment contended for. It was readily admitted by all interests involved that if there were no insurance on the property except the blanket policies, aggregating \$60,000, then these policies would be called upon to pay \$2,979, and no more, being such pro-rata of the loss as the amount they insure bears to 90 percent of the value of the property, but it was contended by certain companies and certain adjusters that the taking out of an additional \$159,688 insurance on the property in other companies would operate to multiply the contribution of the \$60,000 insurance by approximately three.

**Insurance Men Perform
Remarkable Mental Acrobatics**

Insurance men have always thought our courts perform some wonderful intellectual feats in dealing with insurance contracts, but when insurance men themselves can turn such mental somersaults as in the above case in dealing with their own contracts by which a certain set of policies is required to pay approximately three times as much when there is approximately \$160,000 additional insurance, as such policies would pay if there were no additional insurance, I submit that such spectacular intellectual acrobatics are enough to make our courts turn green with envy at their lack of ability to perform such feats in such a spectacular way as insurance men themselves.

**Insured Suffers Because
of Agents' Negligence**

In this particular case if it had not been for the fault of non-concurrency, that is, if the \$60,000 insurance had contained a distribution average clause, or if the other policies had not contained it, then there would have been no controversy whatever. The loss would have

When We Say SERVICE

TO some of you this word may suggest nothing for the word has been much abused.

But when we say *FEDERAL SERVICE to Texas agents*—it means just this—the ability to give prompt delivery on policies—have your policyholders satisfied by prompt equitable loss adjustments and run your agency on an efficient money making basis.

We know Texas—We have lived and served in this grand old state for many years—We know what Texas agents need—what they want—and we are in a position to take care of them.

James N. ParsonsResident Manager
TEXAS DEPARTMENT**FEDERAL SURETY CO.
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2. Quick Delivery of Policies—all underwriting is done from this office.
3. Immediate Service to Texas Agents.
4. Good Companies—well known—progressive—and experienced that every Texas agent may be proud to represent.
5. Appreciation of Texas agents' problems and requirements. We know Texas because we are Texans.

been closed promptly and proofs taken, but on account of this fault of non-concurrence in this particular case, the loss is tied up yet and the assured is still holding the bag and has been since last December for \$10,909. A proper inspection of the policies by the agents and the attaching of concurrent forms to all policies would have avoided this long drawn out controversy and the assured would have had his money many months ago.

Leaves Assured Antagonistic Toward Entire Business

We had another case some time ago involving a loss of more than \$90,000 in which there were three sets of policies involved, one set covering blanket in all locations subject to the 90 percent coinsurance clause and distribution average clause, another set of policies covering blanket in all locations subject to the 100 percent coinsurance clause and distribution average clause and another set of policies covering blanket in all locations subject to the 90 percent coinsurance clause only. On account of these non-concurrence faults, controversies arose not only among the companies, but between some of the companies and the assured, resulting in the tying up of more than \$90,000 for a period of several months and some of the companies did not reach a final conclusion with assured as to what they considered the correct measure of their liability until some two years after the loss occurred. Such cases are highly prejudicial to the business of insurance. They certainly do not leave a big insurer in a state of mind that is at all healthful towards insurance companies. Local agents can prevent such occurrences by a proper inspection of all policies, a proper comparison of forms and seeing that all forms are concurrent.

Schedule Writing Often Is Improperly Handled

One of the most vexing things that I have ever encountered in the adjustment of losses in the way of faulty forms is sometimes encountered in what is known as "schedule writing." I have encountered schedules with some 12 or 15 items on which a certain set of policies covered pro-rata. Later on some of the insurance expired and some agent decided after an interview with the assured to increase the amount of insurance under some item of the schedule. Instead of reforming the schedule and placing endorsements on all of the policies making them pro-rata on the new schedule, this agent would simply write up his schedule increasing the item and writing his policy for enough to cover the increase in the amount of insurance. Later some other agent would pursue the same course with reference to some other item in the schedule and so on

Promote Regional Meetings to Secure Cooperation of Agents

By R. W. THOMPSON
Retiring President Texas Association

ONE thing we were forced to neglect that we had hoped to get under way and well organized is our regional district plan. At the last annual meeting the state was divided into seven regional districts and regional vice-presidents elected by the members present. The fact that this was a legislative year with unusually heavy demands, made it impossible to devote any time to developing that plan, and one of the few recommendations that I wish to make to my successor is that he make it the main undertaking for the coming year and that a regional meeting be held at a selected place in each district during the year.

City and County Agents Should Reach Understanding

There are many capable agents over the state who have both the time and ability to do effective work and give sound suggestions and advice but, due to their modesty or more to the rush of getting over the many responsibilities of the annual meeting, lots of these men have been overlooked or perhaps they just don't make it a point to attend the annual meetings. So our regional meetings will in a sense be a man hunt as well as a means of generally getting acquainted for better working results. The necessity of a better acquaintance and understanding was most forcibly brought out by recent developments to the effect that the efforts of the Country Agents' Association of over 1,000 members had defeated the agents' licensing bill. In reply to the circular letter we sent out about the bill, several of their officers and members made rather lengthy replies charging that our association was composed of about 90 percent city agents and that we were endeavoring to put the agents in the

until I have found actual cases in the adjustment of losses where there would be as much as five or six different schedules on the same property, some policies covering one way, and some another and the situation would become a most perplexing one indeed. Every agent who issues a policy on a schedule should be very careful to see that all of the items in the schedule are the same in all of the policies and whenever an item is changed an entirely new schedule should be made to avoid these complications.

small towns out of business. As a matter of fact only 42 percent are from the cities, and I ask you why would we want to put small town agents out of business?

Officers Must Be Able to Give Considerable Time

The charge has been made and the feeling encouraged from some quarters that our association is for the benefit of the city agent and attention called to the fact that most of the officers and directors are from the cities. The officers of the association are looking for men with time and a willingness to work. There are many demands on the time of the active officers while the directors themselves are called together four times a year with many other calls made on them to which they always respond. In practically every case a directors' meeting means not less than two days from their business, not counting a great deal of incidental yet very necessary correspondence. It would be business suicide for a man without a partner and without a good office organization to act as an active officer. That, and that alone is why the burden is thrown on the city agents who do have large organizations and who can best afford the time.

Evil Practices Appear in Large Centers First

Another thing should not be overlooked. Because of the larger possibilities in premiums, all of the evils and bad practices in the game hit the cities first. One of the worst of these that hit Dallas and the thing aimed at primarily in the efforts to put over the licensing bill came about as follows. A few years back a large out of state concern began financing large structures in Texas. In its loan agreement was a provision that all insurance must be placed in the manner and where it dictated. There then entered our field the most liberal type of loan man with money, I have ever known. For a long period of time it was possible and it still exists to a small degree, to pick out any lot that struck your fancy, borrow enough money to pay for the lot in full, pay for all the improvements in full and have money left over to put in your pocket. The same loan man had a license to write insurance and provided in his contract that he should place the insurance, and

he did, for the full amount of the loan.

Out of all the wild and conflicting statements and rumors that have been set afloat is one to the effect that because the agents did not support the companies in their efforts to kill the valued policy law and the anti-coinsurance law, the companies refused to help and in fact opposed the licensing bill. It is true the representatives of a minority and a very small minority of the companies at that, opposed us. The great majority of companies were for us, in fact their representatives sat in on the conference and gave their approval to the bill.

My second recommendation, that proper steps be taken to make it a permanent requirement that the secretary-treasurer make a detailed financial report to the president each month.

My third and last recommendation is that we follow the example set us by the National association and create a committee on public relations.

List Cut Rate Insurers

It has been found that some of the stock companies operating in Texas are accepting business at cut rates. An examination of the reports on file at the insurance department in Austin reveals the fact that some of the largest and oldest stock companies, all of whom are represented by leading agents in the state, are listed on the back of some of the reports as accepting reinsurance from these cut rate companies.

The names of some of the companies writing at cut rate and the names of the companies reinsuring business of these institutions were read at the meeting Friday afternoon. It was a great surprise to the agents to learn the names of companies operating in this manner.

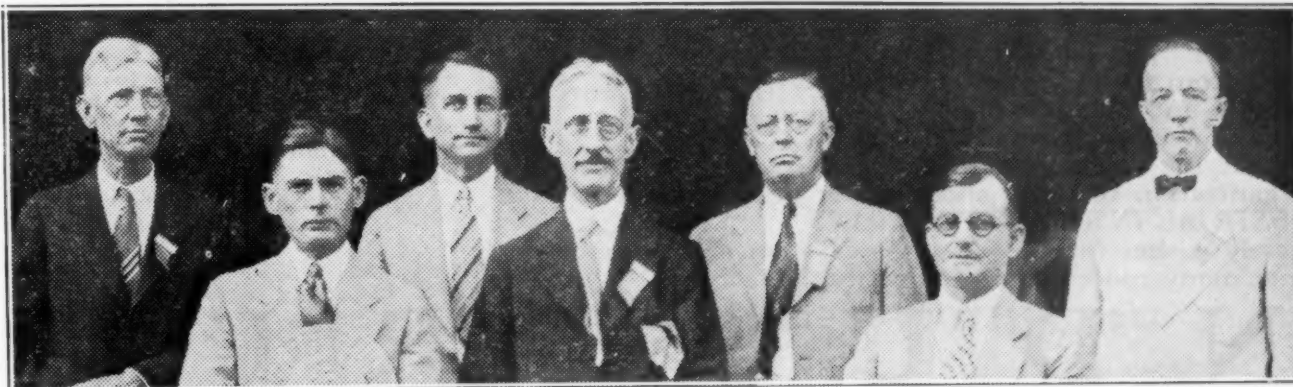
Trezevant & Cochran Luncheon

Friday noon a complimentary luncheon was given by Trezevant & Cochran, general agents at Dallas, to all those who were in attendance at the convention. There were more than 500 people at this luncheon. T. L. Lauve of Trezevant & Cochran was master of ceremonies and introduced George S. Wright of Thompson, Knight, Baker & Harris, insurance attorneys of Dallas, who addressed the gathering. This was a most successful affair.

Entertainment for Ladies

There were many ladies present this year. Fine entertainment was provided for them. Thursday noon about 60 ladies attended a bridge luncheon at the Dallas Country Club and those who cared to were driven around the city.

New Officers and Directors of Texas Association of Insurance Agents



New officers and directors of the Texas Association of Insurance Agents were named Friday at the close of the two-day annual convention held at the Adolphus Hotel. In the picture are seen, upper row, left to right: C. L. Duncan, Mount Pleasant; Guy C. Saunders, Amarillo, vice president; C. H. Walton, Fort Worth, and Douglas C. Crowell, El Paso.

In the lower row are D. G. Foreman, Fort Worth, re-elected secretary-treasurer; Fred M. Burton, Galveston, president, and R. W. Thompson, retiring president.

—News Staff Photo.

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Losses promptly adjusted and paid direct from our office.

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General Agents

DALLAS

SERVICE AND SATISFACTION

Report of Committee on Legislation Shows Effective Work Done

G. MABRY SEAY, chairman of the legislative committee, reported that no detrimental bills were passed at the last session of the Texas legislature. Due to the efforts of the legislative committee, legislators who had proposed to introduce compulsory automobile insurance bills were convinced that it was not a good proposition, with the result that no such bills were introduced.

Mr. Seay declared that the bill which was passed authorizing the insurance commission to fix the rates for automobile insurance and giving it complete control over this branch of the business, will have a tendency to stabilize the automobile business in the state. The automobile rate regulation law becomes effective this month.

Prepared Bill on Licensing of Agents

Although it has been the policy of the Texas association for many years to confine its efforts to opposing undesirable legislation, the committee departed from this custom to prepare a much-needed bill. Under the Texas law the insurance commissioner has no discretion in issuing licenses to agents. The statutes are so drawn that he must issue any license properly applied for. The committee, therefore, prepared and had introduced house bill 370 and senate bill 273. The attorney-general's department, the commissioner of insurance and the companies all agreed that it was a desirable bill. The reciprocals, which had first opposed it, gave their support when an amendment was attached removing the feature inimical to their interest. At the last of the session, however, opposition coming from smaller agencies in the state connected with banks, aided by one general agency of the state according to information, induced one of the senators to recall the senate bill from the house, and after it was returned the session was too far advanced to give further consideration to the bill. The committee urged further consideration of this bill at future session.

Clarifies Stand on Bankers as Agents

In commenting on the opposition of small agencies connected with banks to the measure, Mr. Seay said that the association believes that the opposition of the National association to bank agencies refers to the bank itself acting as insurance agent. Throughout Texas there are hundreds of bankers who are in the insurance business, and Mr. Seay said they are a necessity to the proper conduct of the agency business in the state. He declared that the Texas association does not desire to injure those agents who, while being connected with banks, represent insurance companies. Nevertheless the association is opposed to any bank acting as an insurance agent.

Mitchell Opposes Rate Raise—Raps Naming of Incompetent New Agents

J. W. MITCHELL of Mitchell, Garner & Walton, Fort Worth, who was one of the original members of the Texas association, spoke briefly Thursday afternoon. Mr. Mitchell attended the first meeting of the organization 30 years ago at Waco. He said he believed the agents are now awake to the importance of a real association. He told the agents that the organization had taken on new life and he gave credit to the officers for the results that have been obtained. He pointed out that certain companies are imposing upon the rights of agents, and that the time has come when the sheep and the goats must be separated. In his opinion the people of Texas have become educated to the fact that certain companies by their methods have been responsible for much of the loss to the public. He believes that there is much wastefulness by the companies and that this must be done away with.

Opposes Rate Raise; Charges Wasteful Methods

He agrees with the Chambers of Commerce in Texas that the increase in rate, which was recently asked for by the companies, should not be had on account of the wasteful methods employed by the companies. He said the companies are appointing men as agents who are not equipped to act in this capacity, and if they continue to appoint such the companies are not entitled to any increase in rate. He said that the companies should clean house and that some companies are trying to destroy the local agency system of the state. He indicated that a commission grabber is bound to show an unprofitable record for the company, and that the loss ratio will continue to mount just so long as such men are appointed agents.

Moral Obligation Between Agent and the Company

He said that there should be a moral obligation between the agent and the company. It should be the duty of the agent to safeguard the interests of the company and so long as appointments do not carry that obligation, just so long will the hazard rise. He thinks that the local agents have it in their power to separate the sheep from the goats and that they should do it. He goes so far as to suggest that an agent discontinue the representation of a company that does not "play ball." He believes the executive committee should point out to all those in the business the companies that are guilty of wrongdoing.

Mr. Mitchell firmly believes that the majority of companies and general agents are high class and thoroughly reliable, but there are some few who would not come under this class.

HAVING from its inception endorsed fully the principles and ideals of the American Agency System and believing confidently in the effectiveness of organization to bring about better practices, the **INDUSTRIAL INSURANCE COMPANY** Sincerely wishes for the Texas Association of Insurance Agents many more years of constructive activity.

INDUSTRIAL writes all lines of fire, tornado and automobile insurance, in Texas. Friendliness, coupled with sound underwriting and practical service is enabling us to build solidly for the future.

*Does our name find its place on
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HEAD OFFICE, DALLAS

J. H. SNELL, Vice-Pres. and Managing Underwriter

Opposition to Qualification Law Is Emphatically Denounced

THE Texas agents were strong in their denunciation of an editorial which appeared in the convention issue of "Texas Insurance," an insurance journal published in Dallas. This issue was distributed at the meeting. The caption of the editorial was "This Time We Oppose." The editorial read as follows:

Editorial Which Evoked Bitter Denunciation

"In general, and on nearly everything which the Texas Association of Insurance Agents set out to accomplish, this paper finds itself not only ready but anxious to endorse. Its efforts in the main are directed toward the very laudable purpose of bringing the standards of the insurance business to a higher level, and smoothing the operations of local agencies to the end that the men engaged in the business can accomplish more for themselves, their companies and their clients. It is, therefore with considerable reluctance that we find ourselves opposed to a recent effort which the association made to secure certain legislation.

Substantiates Advertisement Run by James Cravens

"On another page in this issue will be found a statement over the signature of James Cravens, in which he sets forth his reasons for being opposed to the agents' qualification bill which was defeated at the last regular session of the Texas legislature. Mr. Cravens' statement evidences the fearless attitude of a pioneer in the business, standing squarely on a principle which his long years of experience teach him is sound. And 'Texas Insurance' stands with him.

Agents and Companies Should Regulate Themselves

"Until such time as experience indicates better results following so-called remedial legislation, or at least a more practical bill is advanced for enactment into law, we unequivocally advocate a continuation of efforts of both companies and agents to clean up their own front yard without invoking the questionable aid of the neighbors and all-too-willing but nevertheless meddling friends.

"With men like Mr. Cravens steadfastly guarding and defending the rank and file of agents, we see no reason to fear the ill advised efforts of a minority to 'cure by killing.'

"Blood-letting with its enervating effects, long since ceased to be a practice advocated by good physicians.

Additional Laws Usually Handicap Business

"We sincerely hope that better judgment will prevail in all future efforts to secure legislation. As Mr. Cravens so ably points out, new laws more frequently complicate the situation than relieve it, and it should be readily apparent to any one that there are already enough insurance laws regulating and smothering the business in Texas without adding hastily prepared measures that might easily do more harm than good."

Following are extracts from Mr. Cravens' statement to which the editorial refers:

Small Percentage of Agents Are Full Timers

"I recently asked Judge Daniel what proportion of agents were 'full time' men; he said that without looking up the record he would guess 10 percent. I think his estimate high and believe 5 percent nearer the mark. If Judge Daniel's guess was right, then we have the spectacle of 10 percent attempting to drive the other 90 percent out of business under the guise of a so-called agents' qualification law. Possibly they

do not themselves realize this; possibly they do. An insurance agent should have the right to become a director or officer in any corporation; he should have the right to trade in real estate, collect rents or do any other honorable thing to advance himself. I am aware of no other profession, occupation or association which prohibits its members from following any other line of business. If it should do so, it would be short-lived.

Consider Some Part Time Agents Important Part of System

"I think more than 95 percent of the agents west of the Brazos deal in real estate, trade in lands or pursue some occupation besides insurance, and they produce almost enough profit to offset the losses east of the Trinity in such places as Dallas, Greenville, Lufkin and others. The territory between these rivers and above the headwaters is self-supporting. In Dallas, some 'full time' agents advocating this law have hunched the companies for more commissions

and they use these commissions to bring into the business a horde of agents (whom they call solicitors), yet they cry out against the companies appointing new agents. Of course, there are many good agents east of the Trinity and in Dallas and there are many splendid 'full time' agents in other cities. We are not opposing them. We are defending the small town 'part time' agents whom we consider the bone and sinew of the American agency system.

Agents Would Become Salaried Representatives

"The general agency system is part of the fabric of the American agency system and if that much-cherished system should go (which it will not) we would go with it. General agents merely give the local agents 'home office' service with the combined lines of their companies. The local agent's interest is their interest. They must support and protect him under all circumstances. If 90 percent of the agents can be driven out of the business, it will soon be in the hands of a very few companies, who, following the law of economics, will place their agents on salaries, and those salaries will not approximate half of what some of those agents are earning today. Under such circumstances, it is but nat-

ural to expect those particular companies to remain passive regarding agents' qualification laws, even to support them. If such laws are ever enacted, it will spell the end of the American agency system and it will force all companies out of business except a few of the very largest, and the sponsors of such law will find themselves all but destroyed."

The resolution unanimously adopted by the convention read in part:

Resent Reflections Upon Various Officials

"We recommend to this convention that they go on record that in their judgment this article was untimely and uncalled for, and further that it contains reflections upon some of our state officials, our companies and ourselves, which are unwarranted. In the quotation referred to saying 'that they hope that better judgment will prevail,' we assume that they intend to convey the impression that good judgment did not prevail in the drafting and introduction of the license bill referred to. This bill had the approval of the attorney-general's department of this state, the commissioner of insurance of this state, a large number of the reputable companies and general agents doing business in this state, the accredited counsel for a large number of reputable companies of the state,



Our clients expect and get prompt and efficient service on all adjustments.

The location of our offices over the territory served enables us to render just such service. Our adjusters are capable men of long experience, anxious to please at all times.

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Little Rock, Ark.	Houston, Texas
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Beaumont, Texas	San Antonio, Tex.
Brownwood, Texas	Waco, Texas
Wichita Falls, Texas	

The Southwestern Adjustment Company

Commercial Union Assurance Co., Ltd.
of London, Eng.

Palatine Insurance Co., Ltd.
of London, Eng.

Union Assurance Society, Ltd.
of London, Eng.

Commercial Union Fire Insurance Co.
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DEXTER BROS. & WHEELER

General Agents

DALLAS

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We Specialize In What You Need

ASK OUR AGENTS

"HE PROFITS MOST WHO SERVES BEST"

GEORGE M. EASLEY & COMPANY

General Agents
DALLAS

THE INTERESTS OF THE ASSURED, THE AGENT AND THE COMPANY ARE ONE AND THE SAME

you officers, committeemen and hundreds of agents throughout the state. the facts before endeavoring to advise the public as to our aims and activities."

Deplore Criticism of Business Leaders

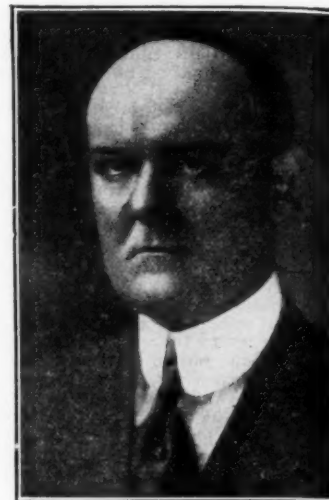
"We think the association should deplore the fact that this paper has seen fit to criticize the judgment of all those named above, and further, that before papers of this kind refer to legislation of this kind as being hasty legislation, they should acquaint themselves with the fact that the legislation in question received the mature and deliberate consideration not only of the above-named, but of the insurance committees both in the house and in the senate, both of which committees passed the bill back to their respective houses with recommendation that it be enacted into a law. And we recommend that the agents go on record as favoring the principle that insurance periodicals pretending to give information to the agents of this state should acquaint themselves with the facts before they endeavor to comment editorially on a matter of such importance to the agents and the people of this state."

Condemn Article in House Organ as Incorrect

The committee on resolutions also submitted the following, which was unanimously adopted: "We also want to submit for your consideration a periodical issued by the Trinity Fire Insurance Company, bearing date of June, 1927, in which there is an article headed 'Introduction.' Whoever wrote this article is not familiar with the activities and achievements, and apparently not the principles of the Texas Association of Insurance Agents. Clear misstatements are contained therein and we recommend to the agents of this convention that they attribute the misstatements to ignorance rather than malice, and that the publishers of this periodical be invited when they wish to write future articles regarding our association to get

Still Many Charter Members

Thursday morning President Thompson read the names of the agencies in Texas that were charter members of the Texas association. The association



G. M. SEAY, Dallas
Chairman Legislative Committee

was organized 30 years ago at Waco. It is found that some 35 agencies that were charter members are still members of the organization.

Nathan Mobley, executive special agent of the Fidelity & Deposit with headquarters in Chicago was on hand at this year's meeting. Mr. Mobley has attended the last few meetings of the Texas association.

ALAMO LIFE INSURANCE COMPANY

Graham Dowdell, Pres.

A progressive up-to-date company with a program of expansion and growth.

All Texas is our field.

"The Fast Growing Company of the Southwest"

San Antonio, Texas

W. D. LACY & CO.

810-11-12 Amicable Bldg.

Waco, Texas

Reports Made on Work of Local Boards Show Notable Progress

SUBJECTS of great interest to the agent were discussed at the Thursday afternoon session. Several of the officers of the local boards throughout the state made reports on the activities of their organizations. Without exception, these men reported that much good has been accomplished through the work of the local board. Among those who gave reports were G. C. Saunders, Amarillo, and A. B. Ivey of Denton. Mr. Ivey said that the Denton Insurance Exchange has nine members. Regular meetings are held and the exchange has been quite a factor in reducing fire losses.

C. H. Eckford of El Paso told of the work being done by the El Paso Insurance

Exchange. This exchange has done much good work along fire prevention lines. It is now attempting to install an insurance library.

Cooperation Promoted by Local Organizations

Fred Fisher of Taylor said that the exchange there has done much along fire prevention lines, and has been quite a factor in bringing the agents together socially, which has meant much to the agents in his town.

C. Y. Tully of Wichita Falls said that since the organization of a local board in his city there is a much better feeling of cooperation among the various agents. He said that the distribution of credit information has helped materially. He said they had recently adopted a plan of cooperative advertising. He believes much educational work can be done through this plan. Andrew Rose, Texarkana, reported that a local board has been established in Texarkana. It is

just one week old. Five agencies in the town are members. A. Clemons and Frank Sparks of Corpus Christi discussed briefly the accomplishments of the local board in their town.

Dinner Dance Thursday Night

The ballroom of the Adolphus Hotel was crowded to its capacity at the dinner dance which was given to the agents and their guests Thursday night. Excellent entertainment was furnished and special favors were distributed to the ladies present. Special credit is due Don Houseman of Dallas, who was chairman of the hotel and entertainment committee, for the success of the Thursday evening entertainment.

Convention Committees

Thursday morning President Thompson appointed the various committees. The resolutions committee was composed of G. Mabry Seay, Dallas, chairman; F. C. Williams, Hamilton; Jesse A. Chase, Beeville; Fred Fisher, Taylor; E. M. Polk, Corsicana; Andrew Rose, Texarkana; Marcus Phillips, Kingsville.

The nominating committee, of which Douglas Montgomery of Galveston was chairman, was composed of Craig Belk, Houston; C. H. Walton, Fort Worth; George Adams, Bryan; W. L. Stiles,

San Antonio; D. C. Crowell, El Paso; J. J. Moore, Joshua; Rolla Gregg, Waco; John Arden, Ennis.

Evans Keeling of Dallas was made chairman of the auditing committee and F. F. Ludolph, San Antonio, and C. H. Eckford, El Paso, are members of this committee. A. B. Vera, Fort Worth, chairman; J. W. Armstrong, Taylor, and Davis Stribling, Waco, are the members of the by-laws committee.

A printed program for the convention was issued complimentary by the Southwestern Adjustment Company of Dallas. The program was gotten up in a most attractive manner.

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CRAIG BELK, Houston
Former President Texas Association

ance Exchange. This exchange has done much good work along fire prevention lines. It is now attempting to install an insurance library.

Cooperative Advertising Plan Adopted in Dallas

Evans Keeling of Dallas said the Dallas Insurance Exchange had recently inaugurated a cooperative advertising plan which it is believed will accomplish much good. He said that the credit plan, that is, the exchange of credit information, which has been in effect in Dallas for some time, has worked out very satisfactorily.

R. H. Gartner, president of the Houston Exchange, said that organization now has 59 members. He stressed the importance of good fellowship existing among the agents, and stated that this has helped conditions in Houston very materially.

Expected Progress Made by San Antonio Exchange

In reporting for the San Antonio Exchange F. M. Coleman, president, said that it now has 200 members. In 1914 there were only 15 members. There are ten agencies in San Antonio not members, but these are mostly smaller agencies only recently established. He said that the exchange has brought about a much better attitude. The cooperation which exists among the agents has made business much more pleasant. He said the San Antonio agents now meet as friends instead of competing enemies. He told of the service bureau which the exchange maintains, whereby any agent can call upon the secretary and get help that may be needed on rates, forms, etc.

In his opinion the special agents could render a great service if they would confer with the exchange in the appointment of proper agents. He pointed out that the exchange had no desire to dic-

Southern Union Life

INSURANCE COMPANY

Fort Worth, Texas



SOUTHERN UNION TRADE MARK—The Panther and Cubs.
Symbolic of the protection afforded by its policies.

ASSETS \$5,750,000

OUR CHIEF ASSET, though, is the **GOOD-WILL** this company possesses among the citizens of Texas—a knowledge on the part of the public that the

Southern Union Life

Faithfully Fulfills Its Mission

This reputation has been acquired by maintaining contact with the public through the highest type agents obtainable. Their service to us is two-fold—to write insurance and disseminate favorable knowledge of the company and its exceptional service features.

With the recent opening of new territory, unusual opportunities are waiting for the better type of agent seeking the chance for surer advancement and greater reward.

IF you really want a connection with a wide awake company managed by men who have carried rate books, communicate with us **NOW** as we have some choice territory available in Texas and Oklahoma.

J. L. MISTROT, President

TOM POYNOR, Vice President

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Who Makes the Most of His Time
Who Knows His Lines

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Who Reads

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Besides valuable features and lead articles on timely topics and insurance coverages the following Departments appear in each issue. They contain features with which you should acquaint yourself.

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Automobile
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Enclosed find \$2.00 for one year's subscription to **The Casualty Review**.

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Dallas Committees Did Notable Work

All those in attendance at this year's convention were loud in their praises of the excellent manner in which the details of the convention were handled by the Dallas men. These men were on the job at all times. They looked after the wants of their guests from early morning until late at night. At this meeting there were over 500 people registered. It was no small job, but the Dallas men were equal to the task.

Roy McDowell of Dallas was general chairman; Don Houseman was chairman of the hotel and entertainment committee; Walter Hill, chairman of the publicity and attendance committee; Joan Love acted as chairman of the registration committee; Arthur Simpson was in charge of the bridge luncheon which was arranged for the ladies; Evans Keeling performed as chairman of the program committee and the transportation committee. Each of these chairmen and their very able assistants are entitled to a great deal of the credit for this, the most successful meeting of the association.

TEXAS ASSOCIATION MEETS IN DALLAS (CONTINUED FROM PAGE 4)

mer president of the Texas association, also addressed the agents Thursday afternoon. He called upon the agents to get behind the National association. He said the National association is rendering invaluable assistance to agents in Texas. He stressed the importance of the work done by the National body in the Chrysler-Palmetto deal. He said the officers of the National organization are men of high caliber. Mr. Lawrence emphasized the importance of cooperation between the agents and the companies. He believes that closer cooperation of this kind will iron out practically all of the differences now existing between the companies and agents. He said that in his opinion 98 percent of the companies are willing to cooperate with the agents. He believed the qualification law will prove beneficial in Texas and urged the members present to work for the adoption of such a law.

Turner Enthusiastic About Meeting

George E. Turner of Chicago, general counsel of the Casualty Information Clearing House, who was one of the speakers at the convention, said that this year's meeting of the Texas agents was one of the most enthusiastic gatherings of a state association that he has ever attended.

Collins Entertains Agents

Carr P. Collins, president of the Fidelity Union Fire and Fidelity Union Casualty of Dallas, was host to a large number of the company's agents at a

week-end house part at the new Crazy Hotel in Mineral Wells, Tex. There were about 100 agents who represent these companies in attendance at the convention and all of these journeyed to Mineral Wells as guests of Mr. Collins. The party extended over Saturday and Sunday.

Message from Mrs. Offenhauser

Mrs. Fred W. Offenhauser, wife of the late Fred W. Offenhauser of Texarkana, sent a telegram to the convention expressing her appreciation of the many kindnesses rendered by the agents of Texas during the past year. Mr. Offenhauser, who was one of the wheel horses of the organization for many years, was stricken with apoplexy at the agents' convention last year at Galveston.

Republic Gives Luncheon

Thursday noon all of those in attendance at the convention were guests of the Republic at Dallas at a luncheon at the Adolphus Hotel. Some 300 of the agents and their guests attended this affair. There were no speakers. J. J. Jalonick, president of the Republic, made a brief announcement to the effect that the company was pleased to have this opportunity of meeting with the agents on this occasion.

Pay Tribute to Seay's Work

President Thompson paid high tribute to the work of Mabry Seay as chairman of the legislative committee. He said that he had no idea of the value of the work done by Mr. Seay during the session of the legislature until the last few months, when Mr. Thompson had an opportunity to work with Mr. Seay on this committee. Mr. Seay is one of the wheel-horses of the organization. He has been chairman of the legislative committee for years. He has done a great deal for the association.

Company Headquarters

O. A. Maxwell, state manager for the Standard Accident, and his office assistants maintained headquarters at the Adolphus Hotel during the convention. The Trinity Fire also had headquarters at the Adolphus. President R. A. Belknap and other officers of the company were in charge. Many of the agents in attendance at the convention visited these headquarters.

Local Board Officers Meet

Wednesday afternoon preceding the opening of the convention a meeting of officers of the various local boards of the state was held. Problems facing local boards were discussed, and the meeting served as a clearing house for experience in handling various perplexing questions. It is thought that this meeting will result in increased interest in local board activities through the coming year.



H. A. LAWRENCE, Fort Worth
Former President Texas Association



GEORGE ADAMS, Bryan
Regional Vice-President

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A connection with the Missouri State Life offers you an unusual opportunity to become the master of your own affairs and to increase your earnings from year to year.

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Missouri State Life Insurance Company

M. E. Singleton, President

Home Office, St. Louis

LIFE

ACCIDENT

HEALTH

GROUP

TEXAS LOCAL AGENTS NUMBER

ANTIQUUE METHODS DISCARDED

*by Modern Specialized
Insurance Service*

to Local Agents and Policy Holders

*Automobile Insurance in all its Forms under One Policy. Fire and Transportation . . .
Theft . . . Hail and Tornado . . . Plate Glass . . . Collision . . .
Property Damage . . . Liability.*

The American Agency System has been adopted by this company and announcement is made of the following recent agency appointments.

Fred A. Logan Agency,
301 Mercantile Bank Bldg.,
Dallas, Texas.

Rice & Belk,
Chronicle Bldg.,
Houston, Texas.

If you are interested in securing the Specialized Service of this Company, drop us a line or give us a ring—Some Select Territory is open for Select Agents in Texas, Oklahoma, Louisiana, Tennessee, Missouri, Pennsylvania, and Illinois.

AUTOMOBILE UNDERWRITERS INSURANCE COMPANY DALLAS, TEXAS

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